A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 29, 1964

PRECISION—USA
at the Swiss Import Fair

Business Bulletins *from around the world*

BELGIUM—Sperry Rand Corp. with New Holland Machine Division of New Holland, Pa., acquires majority interest in Werklingen Leon Claeys, Zedelgem, one of Europe's most important agricultural machinery producers.

Federation of Belgian Industries calculates for every dollar paid in basic wages for time worked by blue collar workers, Belgian employer pays extra 40.5¢ in social charges of various kinds Employer contribution to social security fund, 21.1%; holidays and vacations, 13.6%; supplementary sick pay, job accident insurance, and benevolent leave, 5.8%.

Air service by Caravelles between Brussels and Nice to be offered on year-round regularly-scheduled basis by pool arrangement of Air France and Sabena.

FRANCE—General Electric appointed Hispano-Suiza, Paris, to service its turbo-reactors in France.

Otis Elevator of France to merge manufacturing facilities with Ascinter, major French elevator, escalator producer.

Embarkation tax of 80¢ must be paid by passengers for flights within France. Tax on flights to Brussels is $1, to other European destinations and North Africa $1.40, to U.S. and other non-European destinations $5 per person.

French imports in April were $930 million. Of these, $104 million, or 11.2%, came from U.S.

INDIA—Indo-Canadian agreement provides for $37 million loan to India to cover purchases in Canada for 200 m.w. atomic power station at Ranapratap Sagar in Rajasthan State. Total cost of project estimated at $74 million, plant commissioning scheduled for 1970.

High-level governmental committee soon to be appointed to co-ordinate activities connected with iron ore exports. Government considers reducing railroad freight rates, improving port facilities to increase competitive position of iron ore exports. Exports in 1963 totaled approximately 9 million tons. Target for 1971 is 25-30 million tons.

ITALY—Litton-Italia, S.p.A., part of Litton Industries, Inc., world complex of high technology production facilities, opens $2 million plant at Pomezia. Firm turns out line test analyzers, bench test consoles, platform functional test consoles, module test consoles, electric wiring checkout consoles; equipment specifically designed to support inertial navigation systems found in F-104G aircraft.

LIBYA—Tourism reached record level with total 60,750 visitors during 1963. Trend expected to be continued increase in this government-encouraged industry.

MALAYSIA—Governor of Central Bank of Malaysia announces pending passage of legislation to enable Bank to exercise control, supervision over Singapore banks. A bank branch now in Singapore, able to offer full range of banking services for central and state governments.

Industrial activity in Singapore continues at high level. Cornerstones laid for plywood factory, 3 new shipbuilding yards, chocolate-making plant. Number of new enterprises start production of reinforced concrete, monosodium glutamate, ethyl alcohol, dry ice, Chinese rice wine, knitted garments. Plans indicated for another match-making factory; leading foreign motorcycle manufacturer announces interest in installation of assembly plant here.

MALI—Investment Guaranty Agreement signed with U.S. enables AID to insure U.S. investors against non-business risks such as expropriation, inconvertibility, war and insurrection.

NETHERLANDS—Netherlands Bank, in move to restrict credit expansion, protect balance of payments, raises its discount rate from 4 to 4½%.

PAKISTAN—Tests recently conducted by West German consultants prove feasibility of producing chipboad from cotton stalks in West Pakistan. PICIC reported ready to provide financing for establishing 30-ton-a-day plant in private sector. Plant, first of its kind here, to save foreign exchange now used to import lumber.

PARAGUAY—Molinos Harineros del Paraguay announces plans to build flour mill in Asuncion. Brazilian industrialists plan to form corporation (Progreso Paraguayo, S.A.) with intention of erecting shoe factory at Puerto Presidente Stroessner.

PHILIPPINES—Signing of US$4.5 million loan agreement between Philippine Iron Mines, Inc., (PIM) and Kawasaki Steel Corp. and Kawasaki Drydock Co., Ltd., of Japan announced. Loan to be used to purchase machinery, equipment for pellet (metallic content 65 percent Fe) producing plant of 750,000 m.t. annual capacity. Plant construction to be under supervision of Kawasaki Steel. Loan agreement represents 2nd major expansion of PIM, country's largest producer of iron ore.

SIERRA LEONE—American Life Insurance Co. opens branch office. It intends to mount extensive sales campaign using large number of locally-recruited commission salesmen.

SWITZERLAND—Total $18,000 contributed in 1963 to joint European tourist publicity campaign in U.S.

Fourteen large Swiss concerns in U.S. rent building on New York's Fifth Avenue to establish "Swiss Center." Part of "Swiss Center" expected to be used for social, cultural events.

Number of self-service food stores increased from 19,260 at end of 1962 to 19,685 at the end of last year. During 1963, 425 new units put into operation, compared to 127 in 1962.

UNITED KINGDOM—Iraqi Airways places order for Marconi 'Sixty Series' radio communication, navigation equipment for the 3 Hawker-Siddeley Trident aircraft due to enter service next spring. New aircraft to be used to cover some 13,500 miles of international routes, chiefly in Middle East.

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the cover

The well-attended Swiss Import Fair in Zurich brought in good on-the-spot and projected sales for U.S. electronics manufacturers. The photographs show some of the visitors and buyers at the show. And this fair is only one small part of the overall opportunity for the U.S. exporter to display his wares in other lands. For a description of how to begin, and when and where, see pages 2 through 6.

International Commerce

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Export expansion dates

June 30 - July 21—ALGIERS—U.S. national exhibition (inter-agency)*

July 7 - 24—TOKYO Trade Center—process control and recording equipment

July 9 - 17—LONDON Trade Center—industrial and mine safety equipment.

July 18 - Aug. 22—CENTRAL AMERICA—trade and industrial development mission

Aug. 1 - Sept. 20—TOKYO Trade Center—agriculture (USDA)

Aug. 12 - 19—FRANKFURT Trade Center—industrial safety equipment

Aug. 20 - Sept. 20—IZMIR—international trade fair (inter-agency)

Aug. 24 - Sept. 4—TOKYO Trade Center—soybean exhibit and symposium

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (inter-agency)*

September - October—BANGKOK Trade Center—metal working equipment (tentative)

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning

Sept. 5 - 20—ZAGREB—international trade fair (inter-agency)

Sept. 6 - 14—MILAN Trade Center—medical equipment

Sept. 6 - 20—BRNO—international trade fair (inter-agency)

Sept. 10 - 23—BARI—Levant international trade fair—laundry, dry cleaning, coin-operated machines

Sept. 13 - 20—VIENNA—international fall trade fair—food handling and merchandising equipment (commercial)

Sept. 13 - 27—PLOVDIV—international trade fair (inter-agency)

Sept. 16 - 23—FRANKFURT Trade Center—processed and specialty foods (USDA)

Sept. 17 - 27—HELSINKI—international trade fair—automotive service equipment and business machines (commercial)

Sept. 19 - Oct. 4—BERLIN—German industries fair—construction materials, building machines, prefab housing (commercial)

Sept. 29 - Oct. 16—TOKYO Trade Center—sporting goods

Oct. 2 - 8—STOCKHOLM—technical fair—electronic components and instruments (commercial)

Oct. 3 - 31—YUGOSLAVIA—trade development mission

Oct. 4 - 11—MILAN Trade Center—machine tools (tentative)

Oct. 5 - 16—LONDON Trade Center—processed and specialty foods (USDA)

Oct. 14 - 21—FRANKFURT Trade Center—advanced teaching and industrial teaching aids

Oct. 25 - 29—DUESSELDORF—Igedo—ladies', teen outerwear, sportswear, children's, infants' apparel (commercial)

Oct. 31 - Nov. 8—MILAN Trade Center—boating accessories

November—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair) (inter-agency)

November - December—BANGKOK Trade Center—building materials and hardware

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment

Nov. 7 - 15—GUATEMALA—international industrial exposition (inter-agency)

November 7 - 28—DAR-ES-SALAAM—U.S. national exhibition (tentative, inter-agency)

Nov. 7 - Dec. 6—GREECE—trade development mission

Nov. 10 - 20—TOKYO Trade Center—packaging machinery and equipment

Nov. 11 - 18—FRANKFURT Trade Center—industrial fasteners, equipment and machinery (tentative)

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 2 - 10—FRANKFURT Trade Center—home maintenance and repair (tentative)

Dec. 8 - 18—LONDON Trade Center—electronic controls for industrial processes (tentative)

January 1965—COLOMBO—industrial exhibition (inter-agency)

January 1965—PHILIPPINES—industrial machinery trade mission (tentative)

January 1965—TOKYO Trade Center—air pollution control exhibit (tentative)

Jan. 13 - 20, 1965—FRANKFURT Trade Center—institutional catering equipment (tentative)

Jan. 19 - 29, 1965—LONDON Trade Center—factory and office maintenance equipment (tentative)

Jan. 23 - 30, 1965—MILAN Trade Center—institutional catering (tentative)

February 1965—FRANKFURT Trade Center—automation control (tentative)

*Fully booked

Businessmen make a date to sell and find a world of eager buyers

Here are reports from Zurich, Tel Aviv, Rio, points south, showing how an imaginative export program can bring profits

By CLARK JONES
Staff Writer

It goes on constantly and in many places—outdoors, indoors, on land and on the water.

And the effort to sell cameras in Italy, golf bags in England and beauty aids in Thailand pays off for the U.S. firm which puts forth an imaginative exporting program.

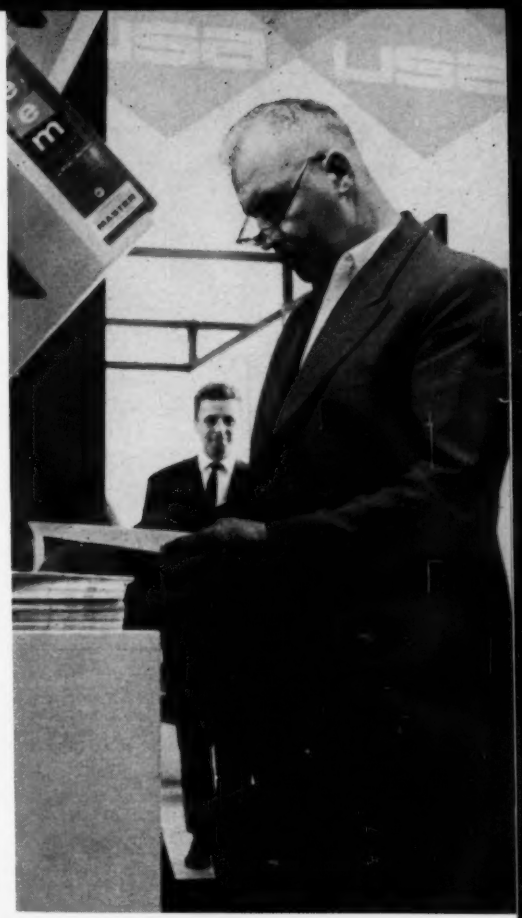
How to begin? And when, and where? Consider these items:

• On the page at left is a unique calendar. It is a list of dates and places for the U.S. businessman to show his wares to customers around the world.

• A recent entry on this calendar was the official United States exhibit, "Precision—USA," at the 6th Swiss Import Fair in Zurich. Pictures of it appear on these pages. The exhibit, devoted to electronics, equipment, has just closed. U.S. firms which took part anticipate about $4 million in new business as a direct result.

• Another recent entry on the calendar was the official U.S. exhibit at the Tel Aviv International Trade Fair. That Fair, featuring displays by more than 50 U.S. manufacturers, is now in progress. More than half a million Israelis will visit—new customers included.

Examples of the interest, foreign visitors and buyers show in U.S. products can be found in a wide variety of De-



PRECISELY WHAT THEY LIKE: Men, women and children crowd the official U.S. exhibit, "Precision—USA," organized by the Department of Commerce within the framework of the 6th Swiss Import Fair in Zurich. In the photo at upper right, a studious gentleman avails himself of material offered at the exhibit's Business Information Center. Lower left: Youngsters gape at the complicated works of a machine shown by Davidson & Hemmendinger, Inc., Easton, Pa. Lower right: Visitors chat about, make notes on displays.

TAPED FOR ACTION—Members of the Specific Products staff inspect and test equipment in their display. Interest in the Commerce Department show was keen and a high volume of sales was reported.

PICK A PLUG—Man from Electronic Associates, Inc., demonstrates what can happen when the wires are in all the right places, as per theme, "Precision—USA." Thousands saw the displays.

BIG BUG-EYES—The reels on a camera displayed by Eastman Kodak Co. give the appearance of giant eyes staring out at the visitor. Eastman was one of dozens of firms showing electronics equipment in the official U.S. exhibit. Show was part of 6th Swiss Import Fair, which recently ended a run in Zurich.

partment of Commerce-sponsored activities around the world.

Commercial trade fairs are held in areas that offer a good market for U.S. products. Surveys in advance of the fair determine what products will have good sales potential.

U.S. Trade Centers are located in London, Frankfurt, Tokyo, Milan, and Bangkok. Shows in these centers are limited to specific product lines and attract buyers, agents, wholesalers and retailers. A sixth center will open its doors in Stockholm early next year.

Inter-agency shows are sponsored in many parts of the world and often take place in developing or Soviet-bloc countries. Exhibits in these shows must conform strictly to the theme of the U.S. exhibition.

Trade missions go abroad frequently to establish person-to-person contacts for U.S. manufacturers. These consist of a few businessmen and one or two government officials.

Just a baby

Another technique for selling overseas, while still in its infancy, is making a strong effort to walk on its two feet. This is the mobile trade fair program under which the Department of Commerce provides financial and technical assistance to privately operated mobile trade fair projects.

The recently completed trip to South America of the Delta Steamship Lines exhibit ship, S.S. Del Sud of New Orleans, offers a good example of what one government official called "the birth of an important technique in the field of trade promotion."

More than 17,000 persons boarded the floating fair on its visit to five ports in Brazil, Uruguay and Argentina. In Brazil, hundreds drove for two hours through heavy fog from Sao Paulo to Santos to see the ship. From this wide variety of Department of Commerce-sponsored programs, here are some details.

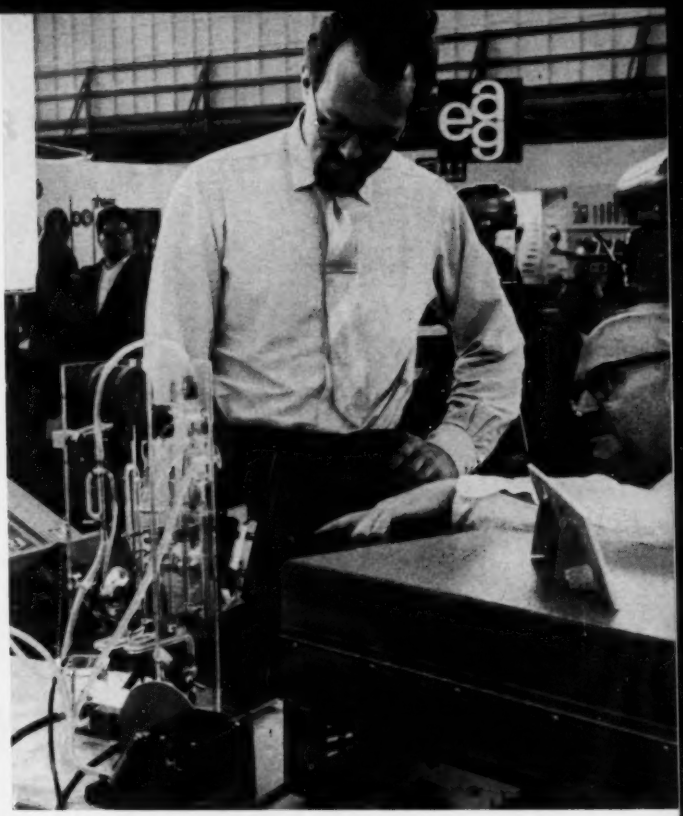
In Zurich

Sales were high and interest was keen at the June 5-14 Swiss Import Fair in Zurich.

Direct sales for U.S. exhibitors totaled $107,400. Sales under negotiation and those projected for the next 12 months are about $3.7 million. Attendance totaled 32,386, consisting mostly of business people.

Electronics products were featured at the U.S. export promotion exhibit.

Secretary of Commerce Luther H.



Opening night for a new U.S. show in Zurich

The glittering start of "Precision—USA" is recorded below in photo showing Secretary of Commerce Hodges, Ambassador W. True Davis Jr. and Exhibit Manager F. D. Berliner touring displays. Upper right, Coulter Electronics crewmen make some last-minute adjustments. Upper left, Swiss visitor gets details on equipment in the Martin-Decker Corp.'s display.

USA
USA
USA

FIRST OUT—Displays for "Precision—USA" arrive in Zurich on Trans World Airlines inaugural jet cargo flight from New York. Standing left to right are M. J. Newhouse, line's regional manager; A. Schwarz, Zurich airport staff; Fritz D. Berliner, U.S. exhibit manager; Swiss customs officer; Jack G. Hearne, airline sales manager, and Rene Lutz, commercial officer with American Consulate in Zurich.

Aboard the Del Sud: Floating fair draws thousands of visitors to ports of call

The thousands who went to the floating fair aboard the Del Sud—in Rio de Janeiro, Santos and Paranagua, in Montevideo and Buenos Aires—saw U.S. services and merchandise ranging from oil rigs and farm machinery to drugs, golf bags and candies on three decks of the combined cargo-luxury passenger vessel. More than 40 U.S. exhibitors displayed their products.

Capt. John W. Clark, president of Delta Steamship Lines, accompanied the ship and presided at ceremonies in each port, one of which was "the marriage of the waters" of the Mississippi River with the local bay.

George W. Walton, who had a miniature oil rig on display, said, "As a world traveler for some 40 years, I have felt in the past that our country often has failed to put over in the proper way the great variety of its manufactured products. The floating fair technique helps to overcome these deficiencies. And while the technique is still in its infancy, it will undoubtedly grow."

Pleasing response

James W. Martin of the Port of New Orleans and Vaughn M. Bryant of the Port of Houston were pleased at the response of visitors.

Martin observed that the exhibit "gave us a fine opportunity to acquaint thousands of people with our services." Bryant said, "People were genuinely interested and inquisitive about our facilities."

Others were more skeptical. Lewis L. May Jr., Dallas, said, "I feel there should be less effort placed on the diplomatic dignitary and visiting firemen. More emphasis should be placed on actual sales of American manufactured products."

He also suggested that "consideration should be given to a vertical type of show, such as textile machinery only."

Next: The airborne

The mobile trade fair concept began in the mid-1950's with floating fairs. It was followed by the self-contained packaged exhibits of the Isbrandtsen Steamship Co., and still is evolving.

The Department of Commerce recently agreed to assist another type of the mobile trade fair—the airborne project. The project, sponsored by Global Presentations, Inc., of Jamaica, N.Y., involved conversion of a DC-7B aircraft into an exhibit plane which will have space for 20 exhibits plus passenger space for exhibitors' representatives.

The first flight will leave New York Sept. 2 for Paris, Rome, Milan, Zurich, Munich, Frankfurt, Berlin, Hamburg, Copenhagen, Brussels and London. It will return Oct. 1.

Hodges said at the opening ceremonies that he was "very pleased with the prospects for increased trade" between Switzerland and the United States.

Imports rise

In the first quarter of this year, he said, "Swiss imports from the U.S. rose well above the comparable period in 1963. And we hope there will be continuing sales confirmation of what our surveys indicate about the growing interest of Swiss buyers in American goods."

Hodges said the U.S. "is proud to be Switzerland's fourth largest supplier and your second largest customer."

Hodges took note of the preliminary market studies which were made for the fair. He said they have been "encouraging with regard to producers' goods. They indicate an excellent and challenging market for the high-quality electronics equipment which we are displaying here this year."

What they saw

Products shown at the U.S. exhibit consisted of measuring, indicating, recording and control systems and instrumentation equipment. Electric, electronic, pneumatic and hydraulic types of equipment also were displayed.

The marketing surveys indicated Swiss demand for U.S.-made products in two main groups—mass-produced instruments and apparatus competing favorably in price with those of European manufacture, and instruments of or for specialized fields in which American scientific research and development are more advanced than those of Europe.

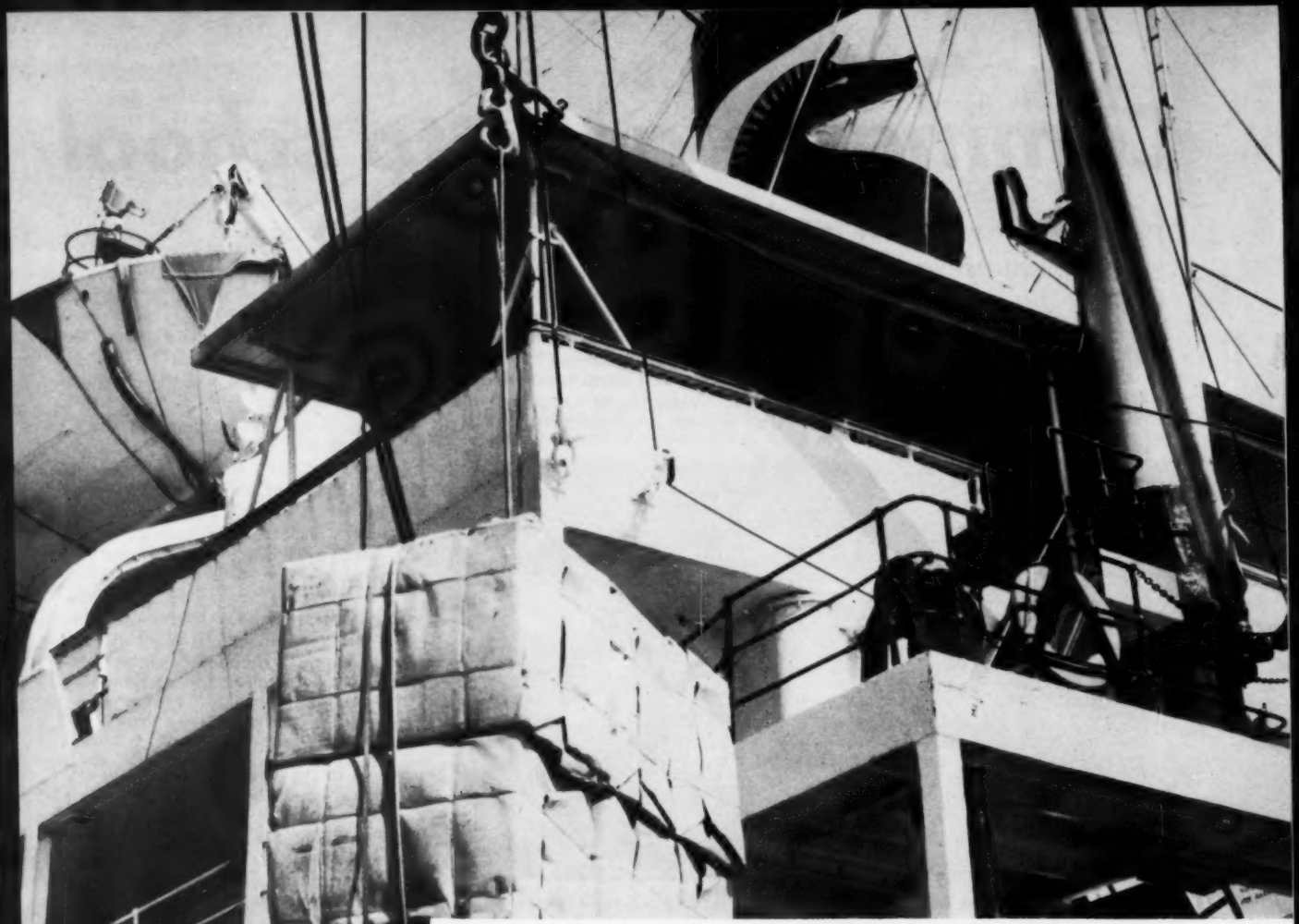
The Swiss Import Fair is held every other year in Zurich. It specializes in production and capital equipment and technical accessories.

In Tel Aviv

U.S. Weather Bureau Chief Dr. Robert M. White opened the U.S. exhibit at the Tel Aviv International Trade Fair June 17. More than 50 U.S. electronics manufacturers are participating.

Dr. White, speaking for President Lyndon B. Johnson, predicted the U.S. exhibit would "open up a new avenue for the expansion of trade between our two nations."

Thirty-six nations have an official representation of the fair, which will run to July 7. More than half a million Israelis are expected to visit the U.S. exhibit, which includes displays of full-scale models of Mercury manned spacecraft, Telstar and Relay Two communications satellites.



Pulp to Far East

New phase seen for West Coast timber industry exports

Japanese and Korean customers in Yokohama, Kobe, Nagoya, Inchon and Pusan are receiving their first shipments of pulp from Yaquina Bay, Ore.

The initial 1,700-ton shipment of sulphate kraft pulp was described by the Georgia-Pacific Corp. as a step towards a new era for the forest industry.

Produced at Georgia-Pacific's expanded 900-tons-daily operation at Toledo, Ore., the pulp was the first shipped for export from Yaquina Bay, where Georgia-Pacific owns extensive timberlands operated on a permanent sustained yield basis.

ONLY THE BEGINNING: Six 450-pound bales of sulphate kraft pulp are in this unit of a 1,700-ton shipment being loaded aboard the S.S. Michigan for passage to Japan and Korea. Shipment, from Toledo, Ore., facility of Georgia-Pacific Corp., represents first pulp exported from Yaquina Bay.

The company is a veteran exporter of sulphite pulp from its plant in Bellingham, Wash., acquired in a merger with Puget Sound Pulp & Timber Co. Completion of a new 500-tons-daily bleached sulphate kraft pulp mill at Samoa, Cal., will signal a further expansion of world sales next year, company officials say.

The current 900-ton daily capacity of the Toledo, Ore., establishment represents a 33⅓% increase from its former 600-tons-a-day of sulphate kraft pulp, kraft paper and linerboard. Much of the operation's paper and linerboard has moved regularly into world markets for more than 2 years.

Commerce goes to school

Training program designed for ultimate benefit of U.S. businessman abroad

By DOROTHY BROWN

Staff Writer

Officials of Worldwide Widgets, Inc., a hypothetical firm if there ever was one, have a problem.

Having developed a superwidget that sells in the U.S. like no widget before, the firm wants to go into export. But how?

With the right planning, maybe overseas sales would hit $50 million. But who knows?

Joe Smith in Chicago can't live without a widget. But what about Lars Olsen and Friedrich Strasse on the Continent? Jose Garcia in Latin America? Kenji Ishibashi in the Orient?

Supplying answers to Widget questions is part of the service of the Department of Commerce. It's a service backed by training programs designed for the ultimate benefit of the U.S. businessman selling abroad.

Graduation day came recently for 22 students in one such training program—the biannual Seminar on International Trade Expansion, conducted jointly by the Office of Foreign Commercial Services of the Department of Commerce and the Foreign Service Institute of the Department of State.

The seminar primarily is for experienced Foreign Service officers engaged in economic and commercial work abroad. The director is Carl N. Gibboney of Commerce's Training Programs Division.

SKULL SESSION: Students in the biannual Seminar on International Trade Expansion (top photo) take up a problem in marketing research—in this instance, analyzing the potential for agricultural equipment in Southeast Asia. In lower photo, seminar director Carl N. Gibboney (standing) checks work by Joseph A. Camelio (seated, left), who has been nominated for assignment as commercial attache in Rome, and M. R. DeCapua, Foreign Service officer on assignment with Office of Distribution Services.

Fast course

The fast-paced 4-week course emphasizes the development of present-day marketing concepts as applied to international business; U.S. foreign economic, commercial and financial policies; governmental and private credit policies, and U.S. export expansion programs.

The faculty of the recently concluded seminar consisted of 30 specialists in international trade. They included businessmen, bank officials, university professors and government officials.

For the students, the course meant a series of lectures with question-and-answer periods; roundtable discussions; presentation of their own marketing-research projects, and much outside reading.

Staff members of the International Marketing Institute, Cambridge, Mass., led the class in a study of marketing cases involving fact-gathering, analysis and decision-making.

One of the teachers was Prof. Edward C. Bursk, professor of marketing at the Harvard Graduate School of Business Administration and editor of the Harvard Business Review.

He said there often are fewer risks in selling abroad than in domestic markets—and added that any U.S. business with more than a purely local demand for its products can export profitably.

How U.S. commercial and investment banks help American businessmen was outlined by Raymond C. Kasten of Philadelphia's Girard Trust and Edward M.

Lamont of New York City's Morgan Guaranty International.

Commercial banks need honest appraisals of overseas business conditions, Kasten said, adding that U.S. businessmen are willing to take risks but need facts.

Lamont also stressed the importance of development banks in the economies of African nations and elsewhere. Often, these banks are the only source of long-term capital, he said.

Strategy for changing world market conditions was emphasized by Frank S. Wilson, vice president of the international division of Victor Manufacturing & Gasket Co. His message:

Produce what the market will buy. Be flexible. When exports of finished products fade, exports of components can bring increasing profits. Study shipping economies. Establish warehouse, bookkeeping and sales forces overseas.

In a question-and-answer session, Eugene M. Braderman, Director of the Bureau of International Commerce, emphasized the role of the U.S. Government in developing factual information on geographic markets and commodity markets overseas.

To serve 100 or 1,000 firms, the Government provides in-depth studies which business can't do for itself, he said. He also described the creation of themes for U.S. Trade Fairs and Centers.

Import payment period shortened by Italy

Italy has reduced the payment period for imports of certain items from 360 days to 30 days.

This measure covers imports of domestic electric appliances, radio and television sets, automobiles, motor cycles and motor scooters, pleasure craft, photographic and cinematographic equipment and phonographs, dictating machines and other sound recorders and reproducers.

It is designed to restrict excessive consumer demand, in an effort both to control inflationary pressures and reduce Italy's foreign trade deficit. Italy already has imposed a new purchase tax on automobiles and pleasure craft as part of its economic stabilization program, and a bill is now in Parliament to limit consumer installment credit on automobiles and certain other consumer durables by requiring a 25% minimum down payment and a 24-month payment period.

An English translation of the measure which provides a list of the items involved, is available on a loan basis from the European Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

Central America led by new, tough breed

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

EL SALVADOR—Those who bet on the winning streak of the European Economic Community explain it was founded by old statesmen, the Jean Monnets and Henri Spaaks, but managed with zest and vigor by determined and energetic young men.

They do not come much younger than the imaginative Central Americans, who are tugging their nations closer together to form a powerful trading front of internal progress to meet the challenge of the rest of the world.

"If they were any younger," one businessman said here recently, "we would have to burp them."

Abelardo Torres Portillo, minister for economic planning in this smallest nation of them all—a country about the size of Massachusetts, but a place of smart shops and elegant homes—has strong feelings.

"We have industry, but we need much more," he declared. "Salvador is stable and progressive with a beautiful climate. One reaches here in 2 hours from Miami. We have a reasonable, if not adequate, literacy rate. We provide good labor, perhaps at $10 to $14 a week, to provide competition within the market and for export."

Torres is the new breed. He has a crew haircut that looks like nerve ends, a Spanish and German ancestry, and a jutting jaw that adds defiant aggressiveness to an otherwise scholarly approach.

This evening he was at a reception in the home of U.S. Ambassador Murat Williams. People kept coming to shake hands.

"Let's talk," he said, getting off to a small corner. "We are burning the tires off to get ahead. We make it easy for foreign business to locate here."

The Central American Common Market is in existence and working. It is inspiringly young, fighting strong and loaded with try. License plates of all nations, after the name of their country, add "Central America." Merchandise, or 98% of it, moves across frontiers without duty. Travel is uncomplicated for citizens of this area, a part of the world that holds 11 million people who languorously live under 5 flags but share the same sizzling sunshine.

Torres was asked why a U.S. company would chose to locate in El Salvador rather than in a neighboring country.

"We think they all ought to come here," he said, grinning. "But each country has reasons for special conditions. While all have strong national pride and traditions, economically we get along as well as newlyweds. We have to."

He paused when asked Salvador's goals for the next 10 years.

"More education, of course," he said. "We are smaller than other nations and can reach all of our citizens. Better transportation, sanitation, communications, and health service. And primarily to bring in capital so we may grow together with established companies.

"We like partnership and so should you. We are a natural market for the United States, as you are for us, but we would like to participate some way in ownership. We would like minority representation, although it is not necessary, but not just among our wealthy. We suggest, where possible, small quantities of shares be available for profit sharing, or stock purchase or a bonus over reasonable years.

"The best way to convert a communist is to make him a capitalist, an owner even of one share."

Private development banks in El Salvador, Honduras get Alliance for Progress loans

AID funds totaling $10.2 million to spur industrial, economic growth, banks to make loans, investments

The Agency for International Development, in loans totaling $10.2 million, will help finance private development banks in the Central American republics of El Salvador and Honduras.

Both banks are being organized and sponsored by private businessmen in the 2 countries. The institutions hope to spur industrial and economic growth under the Alliance for Progress.

El Salvador's new bank, Development and Investment Financiera, sponsored by 4 prominent Salvadoran businessmen will receive a $5.2 million loan. The sponsors and other Salvadoran investors will contribute the equivalent of $1 million toward the initial capitalization.

Loans, equity investments extended

The bank will make loans and limited equity investments to promote the creation, expansion and effective operation of private industrial enterprise in that country.

In Honduras, Financiera Hondurena will receive a $5 million loan. The bank, which will operate on a national scale, has been organized by 34 Honduran businessmen and corporations interested in economic development.

It will make medium and long-term loans and limited equity investments in private enterprise projects. In addition to the AID funds, the sponsors and investors will contribute an equivalent of $1 million to the initial capitalization.

Technical help during 1st year

Both banks will use up to $100,000 in the AID loan funds to finance technical assistance.

The Salvadoran bank will use another $200,000 of its loan funds to enable the country's Small Business Bank to finance short and medium-term sub-loans to businessmen of limited means. The bank will cultivate close ties with businessmen and seek to satisfy the need for more dynamic leadership in developing industrial growth.

Both loans are repayable in dollars within 20 years, including a 5-year grace period.

Foreign aid purchases

During the first 5 months of 1964 at least 45 states benefited from policies which direct that foreign aid funds be spent mainly in the U.S., according to the Agency for International Development.

In a sampling, covering part of AID procurement during the period, the 45 states were found to be sources of $108,507,077 in exports to developing countries. Principally involving industrial goods, the data is limited to commodities readily traceable to place of production through letter-of-credit transactions over $10,000.

This sampling is estimated to cover less than 40% of the full U.S. procurement volume.

Reflecting project as well as general commodity needs, material and equipment are purchased by recipient countries with credits made available by AID, largely through repayable development loans. Use of loan funds is restricted to procurement from the U.S.

Leading states in the 5-month tabulation, each with more than $4 million in production value, were Pennsylvania, Maryland, Texas, Ohio, New Jersey, Illinois, Michigan, New York and Alabama.

Two foreign traders lose export rights

U.S. export privileges have been denied for 8 months to one foreign trader and for the duration of U.S. export controls to another, for involvement in illegal reexport to East Germany of electronic measuring instruments received from the U.S.

The sanctions were imposed after an investigation by the Department of Commerce, Bureau of International Commerce (BIC).

The first respondent, Helmut Joseph of London, England, will be on probation for a year and 4 months after his suspension ends. He agreed to this disposition of the case.

The lengthier suspension is against Hans Jochheim, doing business as Interagent, Goteberg, Sweden, who may apply for probation after the suspension has run 3 years. He has not replied to the charges.

The instruments involved in the transaction were valued at more than $32,000.

Joseph is accused of placing an order for the instruments with a U.S. manufacturer on behalf of Interagent, without disclosing that they were destined for East Germany. Interagent diverted the commodities from Sweden to East Germany, after representing to the manufacturer that they were going to West Germany.

Joseph is accused of having knowledge that the goods ultimately were intended to go to East Germany.

All export licenses in which the 2 have an interest are cancelled, and they are barred from U.S. export operations either directly or indirectly while the suspensions are in force.

The order also prohibits other persons from participating directly or indirectly with them in any transaction involving U.S. commodities or technical data.

"E" FOR EXPORT AWARDS

The President's "E" award for excellence in exporting has been presented to more than 500 U.S. companies since 1962. Large, small and medium size companies from Maine to California and from Alaska to Hawaii have won the coveted "E". The U.S. Department of Commerce estimates that another 170 companies will receive the "E" award before the end of 1964.

U.S. export rights denied N.Y. firm

U.S. export privileges have been denied, in part, for 3 months to Manasco, Inc., a New York exporter, and Max Nathan, president of the firm, for representing a $16,000 shipment of U.S. goods composed mainly of oil refinery equipment as intended for Mexico, when the actual destination was Cuba.

In certain specific instances, the firm would be permitted to make exportations, according to the Department of Commerce.

Charges not contested

The sanctions, effective June 15, were imposed by the Department's Bureau of International Commerce after an investigation. The respondents did not contest the charges, and agreed to the order, which was issued under a consent arrangement. At the end of the 3-month suspension period, export privileges will be restored conditionally for 9 months, during which the respondents will be on probation.

The Bureau reports Manasco had the goods on hand when the U.S. embargoed such trade with Cuba on Oct. 20, 1960. Thereafter, Manasco sold the goods to a Mexico City company for delivery to Coatzacoalcos, Mexico. Circumstances were such, however, that Nathan knew or should have known that the ultimate consignee was a customer in Cuba.

The suspension order covers both commodities and technical data.

Eximbank loan authorized to Mexican paper firm

The Export-Import Bank has authorized a $2.3 million Alliance for Progress loan for Productora de Papel, S. A. of Monterrey, Mexico.

The credit will assist in financing the purchase of U.S. equipment, machinery, materials and services required for expansion of Productora's present paper mill facilities through the construction of a 60 metric ton per day bagasse pulp mill near Monterrey.

Total cost of the proposed expansion project is estimated at over $3 million.

The Beloit Corp. of Beloit, Wisconsin, is the principal U.S. supplier of equipment. It will also provide design engineering and some of the technical assistance required for Productora to set up and operate the new mill. Operations are expected to begin by March, 1965, and the mill will be in full production at the rate of 20,700 metric tons per year by 1966.

Productora is a privately-owned company which has been successful in its operation of the paper mill and several other related facilities such as a paper bag plant, a freight forwarding company and a small paper converting operation.

The $2.3 million Eximbank loan is repayable over 8 years beginning in 1966.

Census Bureau to conduct U.S. export origins survey

The Census Bureau will conduct a survey of the geographic origins of U.S. exports in 1963 to bring up-to-date the data obtained from a previous study of 1960 exports.

The survey will furnish data on the importance of exports at state and community levels and aid businessmen in planning trade promotion programs. The facts and figures also will be used by State and Federal Governments to develop trade programs and policies beneficial to the U.S. economy.

The survey will canvass about 14,000 manufacturing firms. Suggestions or recommendations by businessmen and other interested parties on the conduct of the survey should be submitted to the Director of the Census Bureau no later than July 11.

Public hearing ordered on steel bar imports

The Tariff Commission has ordered a public hearing July 14 in connection with an investigation of imports of carbon steel bars, bar shapes and structural shapes from Canada.

The carbon steel bars, bar shapes under 3 inches and structural shapes 3 inches and over are manufactured by Western Canada Steel Ltd., and/or its subsidiary, the Vancouver Rolling Mills Ltd., of Vancouver, Canada.

The hearing will be at 10 a.m. in the Tariff Commission's Hearing Room, 8th and E Sts., N.W., Washington, D. C. Interested parties desiring to appear and to be heard should notify the Secretary of the Commission, in writing, at least 3 days in advance.

AID loan to help Pakistan's expansion of power facilities

$7.2 million extended to Karachi firm to purchase U.S. equipment

Expansion of electric power distribution facilities in West Pakistan's principal industrial area will be assisted by a $7.2 million Agency for International Development loan.

The loan will be extended to the Karachi Electric Supply Corporation, Ltd., a Pakistan government-controlled company. The company will use the funds to purchase in the U.S. electrical equipment and materials for construction of new substations and distribution lines.

Part of the loan will pay for the services of a U.S. consulting engineering firm to be selected by the Karachi utility, with AID approval.

The U.S. firm will assist the Karachi company to carry out the project by advising on such technical matters as planning and design, construction standards, specifications, tenders and procurement procedures, as well as inspection and compliance with specifications.

Plant to increase power

The increased power will come from a 132,000-kilowatt thermal generating plant being built at nearby Korangi by International General Electric under a contract financed by a previous AID loan. When completed in 1965, the new plant will double the power capacity available for the area served. Construction is expected to begin early next year.

Local currency expenses, estimated at the equivalent of approximately $8.3 million, will be financed by Karachi Electric Supply Corp.

The loan is repayable in dollars by the Pakistan Government over a 40-year period, including a 10-year grace period.

PAPER MANUFACTURER

Manufacturer of surface-coated paper is interested in being licensed by U.S. company engaged in related activities. Write: "Papeteries de Guyenne," Thiviers, Dordogne, France.

Argentina authorizes Central Bank to amend exchange control system

Previous restrictions liberalized; travel allowances increased; export exchange period lengthened; approval needed for claims payments

The Central Bank of Argentina, on authority conferred by the Government, has issued Circulars No. 164 and 165 amending the exchange control system.

The action resolves a number of problems created when the controls became operative last April 13.

These amendments produced a 3-fold effect:

Liberalization of some restrictions not established by previous Central Bank circulars.

Adaptation of the restriction system to practices of the trade in instances where previous requirements constituted impediments or were contrary to normal trade practices.

Clarification of treatment and procedures for handling uncompleted transactions that predated April 13 and, in appropriate cases expansion of procedures for documentation.

Principal amendments

Travel allowances for Argentine residents travelling to other than neighboring countries have been increased from $750 to $1,000 a person. Amounts for study abroad have been increased from $100 to $300 a month for the student; $50 each for his wife and each child, plus a one-time transfer of $200 for getting settled.

Allowable remittances for family aid have been increased from approximately $39 to $72 a person abroad, per quarter.

Other significant amendments

Export exchange may be negotiated within a period of 10 days instead of 5. Payments by Argentine exporters with respect to claims made by foreign buyers are subject to Central Bank approval. Claims by foreign buyers must be submitted within 90 days of shipment.

Exporters of chilled meat to the United Kingdom must undertake to negotiate any excess of exchange above the provisional fob value within 10 working days of the date such exchange is received. If after such 10-day period the receipts are less than the provisional fob declared value, the exporter must follow the procedure set forth with respect to claims from abroad.

Where meat and its byproducts are exported against firm orders, the exporter must undertake to negotiate the foreign exchange within 90 days of the date of shipment.

For non-traditional exports in which final payment is subject to analysis or other verification abroad, the exporter must undertake to negotiate the balance of the export proceeds within 180 days of the date of shipment. Payment for re-exports must be received before shipment, or against irrevocable letter of credit.

Export commissions

The rate of allowable commissions related to Argentine export sales has been increased from 4% to 6%. Exporters may make separate payments for insurance premiums, shipping charges and commissions abroad when these are related to Argentine exports, provided the exporters agree to negotiate the corresponding exchange, once payment for the export has been received.

Procedures are established to permit payments abroad covering imports on open account.

Tourist agencies may make transfers abroad covering tourist expenses, provided that the total of such amount, excluding the cost of passage, does not exceed $1,000 a passenger, including the value of the foreign exchange sold to the passenger.

Books may be imported and magazine subscriptions liberalized so that public libraries may now freely import them. Commercial, industrial and cultural entities may import books up to approximately $145 a quarter. Firms and individuals may purchase scientific and technical books or magazines without restriction. Subscriptions to newspapers and journals are limited to approximately $39 a quarter, per person.

Transfers abroad by members of diplomatic and consular missions are freely permitted provided they use their own funds. Members of such missions who are accredited to Argentina may maintain foreign exchange accounts in Argentine banks. Thus, they are exempt from the requirement that they close out such accounts within 90 days.

Payments in connection with authors' copyrights may be freely transferred by those entities who usually receive such payments in Argentina.

Remittances of capital and profits which belong to beneficiaries who are domiciled abroad and which funds are deposited in or administered by Argentine institutions no longer require a public accountant's certificate when the amounts involved are not in excess of $39,000 a calendar year, and $16,000 a firm.

Requests for transfers

Such transfers under previous Central Bank circulars had been authorized provided the capital was invested before April 13 or, if invested after that date, were made with the proceeds of foreign exchange that had been received from abroad and previously converted in the exchange market.

In every case the request for a transfer of funds must be accompanied by a sworn statement of the banking institution holding the account. Transfers of funds in excess of these amounts still require the approval of the Central Bank.

Pension payments may be transferred abroad only if the pensioner resides abroad. Authorization to effect swap transactions, which had previously been applicable only to finance exports, is now extended to permit the financing by foreign firms of their sales to Argentina.

In this connection the Central Bank, after considering the transaction from its economic and social implications for the country, will entertain applications for swap transactions in hard currencies for periods up to 180 days, renewable for 2 similar periods.

The responsibility of the banks which administer the exchange regulations are clarified by the recent circulars.

Car, truck imports permitted in Iraq

The Iraqi Director General of Imports and Exports has announced that import licenses for passenger cars will be issued to local distributors.

About $5.6 million, sufficient for the import of about 3,000 cars, has been allocated. Licenses for the import of trucks and specialized vehicles will be granted to distributors on the basis of their imports during previous years.

Chile's Central Bank issues instructions to cover AID dollar payment procedures

Processing to be completed within 120 days under recent loan agreement; AID dollar futures facilitating payment available at commercial banks

The Central Bank of Chile has issued new instructions to cover AID dollar payments to be made to U.S. exporters under the recently concluded Chile-USAID loan agreement.

The more significant features of the new instructions as compared with former payment procedures are summarized as follows:

120 day payment objective—Whereas processing for AID dollar payments formerly could not commence until after Chile's minimum waiting period of 120 days after date of shipment, the new system aims to complete all such processing within the 120 days so that payment can be effected immediately thereafter. To the extent that this can be achieved, exporters may receive their payments anywhere from 2 to 7 months earlier.

Purchase of AID dollar futures—Within the 120 day waiting period, the importer of U.S. goods to be paid with AID dollars will be required to purchase AID dollar futures to facilitate payment to the exporter as close to 120 days as possible.

Such futures will be sold via commercial banks at the going market rates. Thus, eligibility for futures with respect to U.S. imports will be much more extensive than under Chile's normal futures eligibility regulations, which limit futures primarily to goods having advance import deposits of 10% or less.

Participation in AID dollar payments system will be optional for those not wishing to purchase futures.

The Central Bank accepts the optional principal, allowing freedom of a businessman's risk regarding future exchange rates and payment delays and/or extended credit arrangements between exporter and importer.

Unpaid shipments prior to Aug. 1, 1963 will be paid from Chile's general revenues, inasmuch as prior AID agreement dollars have been fully disbursed and under this new agreement AID dollars are available only for shipments commencing Aug. 1, 1963.

No omissions in "Supplier's Certificate" will be accepted by the Central Bank. If the importer's or agent's commission is omitted from the U.S. Suppliers Certificate form, it must be supplied on Chile's own form to be eligible for foreign exchange from whatever source.

Supplies of Central Bank of Chile Suppliers Certificate forms are known to be on hand in a number of U.S. banks. If the forms are not available to U.S. shippers, Chilean agents of the U.S. firms may submit the forms to the Chilean authorities.

Under previously issued regulations a supplier certificate is required by the Central Bank of Chile on all imports.

The text of these new regulations, either the original in Spanish or an unofficial English translation, may be obtained through the Department of Commerce Field Offices, or by writing to the American Republics Division, Department of Commerce, Washington, D.C., 20230.

German authorities adjust invoice prices

On the advice of the Brussels Customs Co-Operation Council, German customs authorities have adjusted the invoice price of imported, branded merchandise to reflect advertising expenses undertaken by exclusive domestic distributors on behalf of those brands.

It is believed that the invoice price is usually reduced to take into account the costs of public advertising which the distributor arranges as an additional service to the buyer.

A special ruling has been made by the German Federal Finance Minister to simplify and expedite customs clearance in those cases where advertising expenses are not clearly shown in contractual agreements.

Pursuant to a decree of May 10, 1960, the customs office may adjust the invoice price by a lump sum rate of 4% if the import volume per year is not expected to exceed $50,000.

Such a method of adjustment is not permissible if there are adjustments varying according to industry (normally 4 or 5%), agreed upon with the pertinent trade associations, or if different rates are considered adequate.

If the exclusive distributor does not agree with the adjustments, the cost for advertising will be determined on the basis of an examination of the company's records.

Costa Rica enacts new commercial code

The new Commercial Code of Costa Rica, effective June 1, consists of 5 major headings or "books" which cover:

Obligations of the different types of business establishments such as partnerships and corporations; also regulations of activities of sales agents, commercial agents, factors.

Contractual obligations of business establishments and regulation of different kinds of sales and purchase contracts.

Negotiable instruments.

Bankruptcies, rights of creditors.

Prescription, or establishment of rights by long exercise of their corresponding powers, or extinguished by prolonged failure to exercise such powers.

The present Decree, Number 3284 of April 24, published in Official Gazette No. 119, May 27, replaces Decree No. 2797 of Aug. 4, 1961, published Aug. 10, 1961, but withdrawn because of flaws encountered in it after publication.

A copy of the Commercial Code in Spanish may be obtained on a loan basis from the American Republics Division, Bureau of International Commerce, Washington, D.C., 20230.

Four-week vacation approved in Norway

The Norwegian Storting has unanimously approved a Government proposal to extend the mandatory annual vacation period for workers from 3 to 4 weeks. As a concession to employer views, the vacation increment will be achieved in 2 steps.

Under the new law, employer contributions to vacation funds will increase immediately from 7½ to 9% of payroll, and will rise in May, 1966, to 9.5%.

Ecuadorean Development Center prepares studies on fruit processing, paper industries

Findings released to attract foreign investment for both projects; pre-investment surveys can be conducted under AID sponsorship; advises licensing agreements for obtaining market acceptability

Studies prepared by the Ecuadorean Development Center (CENDES) on the prospects for fruit processing and the manufacture of paper and paperboard products in Ecuador are now available.

Fruit Processing: This is the first of a series dealing with possibilities for small industry in Ecuador and recommends the establishment of a small-scale plant capable of processing a variety of fruits. Initial plant output would approach 85 metric tons annually.

The study notes that, with addition of some specialized equipment, the plant could produce numerous specialities for export, including peanut butter, mayonnaise and similar products. The total investment requirement is set at about $21,177, of which $17,052 is for operating capital and the remainder for fixed capital.

Paper and Paperboard Products: This study, essentially a market survey, notes that Ecuador presently is dependent almost entirely on imports for its supply of the products mentioned. It estimates demand for these items will reach 242 metric tons annually in 1971, compared with 67 metric tons annually at present.

CENDES says a plant to produce these items would be feasible. Concentration should be on paper cups and drinking straws and, to a lesser extent, on covers and plates. Raw materials would have to be imported.

The study notes "it would be useful to obtain licensing agreements with North American firms in order to obtain technical assistance and market acceptability".

Further information available

U.S. businessmen interested in either of these projects may obtain copies of the studies (in Spanish), or further information, by writing direct: Ing. Galo Montano, Executive Director, CENDES, Casilla Postal No. 2321, Quito, Ecuador.

Businessmen might also wish to consider the possibility of conducting a pre-investment survey under the AID program. Write: Agency for International Development, Washington, D.C., for details on this program.

Honduran company proposes venture to produce cans

Qualified U.S. firm's participation sought for establishment of plant

A Honduran firm is interested in entering into an agreement with a technically-qualified U.S. firm to manufacture cans for food and beverage products in Honduras.

The firm was established over a year ago to manufacture small articles of aluminum on a modest scale. It now wishes to expand operations.

A total investment of around $200,000 is envisaged, of which the local firm would put up about $100,000 including the value of the land and the cost of constructing the plant to required specifications. The firm also enjoys an open credit of $100,000 with a local bank.

No local production now

No cans are manufactured locally at the present time. In 1962, imports of cans were valued at $284,000. The main importers are the subsidiary of a U.S. firm manufacturing a shortening and a local milk-processing plant producing powdered milk.

In addition, interest has been shown by the largest brewery in Honduras, which at present distributes bottled beer only. An additional market also is represented by the requirements of local producers of orange juice, baking powder and shoe polish.

The Honduran firm would consider any reasonable agreement with a U.S. can maker willing to provide technical know-how and arrange for the supply of raw material as well as invest approximately $100,000 in machinery and capital.

Write: Bureau of International Commerce, Office of International Investment, File 2-3411-1-B, Department of Commerce, Washington, D.C. 20230.

Production license offered for tubular steel chair

A German firm offers a license for the U.S. manufacture of its steel tubular revolving chairs and easy chairs. These chairs, already patented in the U.S., are generally used as office and garden furniture. The manufacturer is one of the leading firms in its field in Germany.

Additional information on these chairs is available on a loan basis from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, by referring to File 1254.

Refrigeration gear sought by Argentine civil engineer

An Argentine civil engineer presently engaged in the construction of a slaughterhouse and meat-packing plant for the city of Cordoba desires to enter into a licensing arrangement with a U.S. company for the manufacture in Argentina of refrigerating equipment of the retrievable liquid nitrogen type.

Interested U.S. manufacturers of refrigeration equipment are invited to write Luis Alberto Arnedo, Avda. General Paz 132, Cordoba, Argentina.

LICENSING AGREEMENT

Licensing agreement sought for manufacture of steam boilers, particularly monoblock and semi-fixed types; water purification plants; heat exchangers; air coolers by firm active in design, construction, installation of custom built and standard equipment for industrial plants, especially in the petroleum and chemical industries. It has constructed and erected plants and equipment for such major companies as Montecatini, ESSO, Shell and Procter & Gamble. Write: Costuzioni Gargano Ettore, 92 Corso Trieste, Novara, Italy.

Pakistan firm seeks U.S. assistance in producing fixtures

Investment to total $1.1 million; management participation included

A major Pakistan firm engaged in the manufacture of plaster of paris and other raw materials for the ceramics industry proposes a joint venture with a U.S. manufacturer of porcelain bathroom fixtures and electrical insulators for the manufacture of these products in Pakistan.

Total investment for the enterprise is set at around $1.1 million, of which about $500,000 would be expected from the U.S. investor in order to finance the importation of machinery and equipment not available locally.

The U.S. participant also would be expected to provide the services of one or more technical experts for a period of about 2 years as well as participate in the management of the enterprise.

No local production

Pakistan at present produces no porcelain bathroom fixtures or porcelain electrical insulators. Domestic requirements have to be met by imports. Imports are running at the rate of slightly more than $1 million a year for bathroom fixtures and about $800,000 for electrical insulators.

Raw materials required for production of porcelain products are stated to be available in good quality and in abundance within West Pakistan, with the exception of glazers, which will have to be imported from European sources to the extent of about $4,000 worth a year.

According to the firm, the proposed project already has been approved in principle and has the active support of the Department of Industries, Commerce and Mineral Resources of the Government of West Pakistan.

Further information, including a copy of the "Investment Opportunity Statement" prepared by the firm, may be obtained by writing: Bureau of International Commerce, Office of International Investment, File 4-3261-1-H, Department of Commerce, Washington, D.C., 20230.

U.S. tire, radio plants wanted for Tanganyika

The Tanganyikan Ministry of Industry wishes to find U.S. manufacturers of tires and radios interested in setting up plants in Tanganyika.

Under the recent East African heads-of-state agreement, the company which sets up facilities in radio and tire manufacturing will be the only manufacturer of these goods permitted throughout the whole East African common market area.

Tariff protection from foreign competition will provide a privileged position throughout the area embracing Kenya, Uganda, Tanganyika and Zanzibar, and containing a population of about 25,000,000.

A fabricating plant for motor-vehicle tires and a facility for the manufacture and assembly of radios are envisaged. The latter operation presumably would require importation of some parts as well as involve a certain amount of local manufacturing.

U.S. manufacturers of tires and radios interested in this investment opportunity should write: Bureau of International Commerce, Office of International Investment, File 1-3011-2-G, Department of Commerce, Washington, D.C., 20230.

INDUSTRIAL CHEMICALS WANTED

Firm engaged primarily in the manufacture of chemicals for cotton textiles and prints is seeking to diversify and desires to produce auxiliary industrial chemicals under license from U.S. manufacturer. It is particularly interested in defoamers, softeners, detergents, spinning oils.

Write: Productos Jose Ma. Pujadas, S.A., Bailen 20, Barcelona, Spain.

JONT VENTURE ASKED

Producer of ethyl alcohol and yeast seeks license or joint venture arrangement to make chemical products and pharmaceuticals.

Write: Societe V. & E. Carbonnelle Freres & Cie, S.A., 12 rue du Gaz, Kainlez-Tournai, Belgium.

LICENSE SOUGHT

Engineering concern seeks license to produce sugar milling equipment. Write: R. Scott & Co. Ltd., P.O. box 6, Maydon Wharf, Durban, South Africa.

Ivory Coast factory offered to U.S. buyer

The only wire and nail factory in the Ivory Coast is up for sale.

A fully-equipped factory, conveniently located in Abidjan, and the land on which it stands (2,800 sq. meters), are valued by a local bank at slightly more than $100,000.

Daily production capacity is 15 tons of wire, both annealed and barbed; 10 tons of nails, including roofing nails, and 5 tons of other products, mainly wire fencing and grill work.

Total production in 1962 amounted to 3,500 metric tons. More than half of the factory's production is exported to neighboring West African countries.

The operation, which is manned by a trained staff of 5 European and 95 Africans, is classified by the Ivory Coast Government as a "priority enterprise" and hence enjoys certain tax concessions. With additional machinery, the plant's operations could be extended to include the manufacture of nuts, bolts and screws, for which there is significant local demand (INTERNATIONAL COMMERCE, May 4, p. 40.)

In this latter connection, it is to be noted that AID investment guaranties are available as well as AID dollar and local currency (Cooley) loans. Local financing is also available through the newly-established Ivory Coast Development Bank.

Write: Bureau of International Commerce, Office of International Investment, File 1-3452-3-G, Department of Commerce, Washington, D.C., 20230.

LONDON FIRM ASKS LICENSE

Pharmaceutical manufacturer is interested in being licensed by U.S. company producing either veterinary or dental products of a pharmaceutical nature

Write Fletcher, Fletcher & Co., Ltd., 3/5 Thane Villas, London, N. 7.

CROSS-LICENSING

Manufacturer of plastic construction kits and toys, plastics and metal housewares, and domestic appliances is interested in extending its production within its present fields by a licensing and/or cross-licensing arrangement with a U.S. company.

Write: Airfix Industries, Ltd., Haldane Pl., Garratt Lane, London, S.W. 18.

Belgian foreign trade at record levels; further rise foreseen

Higher production costs expected to boost Belgian export prices; trade officials anticipate sharp increase in imports from U.S.

The Belgian economy was characterized by a very high level of activity during the first quarter of 1964, bolstered by a large volume of consumer goods purchases and foreign trade.

Foreign trade continued to rise, with increased imports reflecting a rebuilding of industrial stocks. The flow of foreign investments persisted, with many of the new business entities being established by U.S. firms.

Although manpower shortages still existed in various sectors, industrial production followed an upward trend, sparked by rising demands for steel and metal manufactures.

Coal production, long a problem, was in effect stabilized in 1963 and showed signs of maintaining the same output level in 1964. Both public and private construction were expanding, but at a decreasing rate.

The labor shortage has caused wage levels to rise in many industries. As prices increased during the latter part of 1963, the Belgian Government took steps to contain the inflationary pressures.

Foreign trade set new records in 1963. Belgium-Luxembourg Economic Union (BLEU) exports totaled $4,839 million, 11.9% above 1962, while imports reached $5,112 million, 12.2% higher than the preceding year.

The trade deficit of $273 million was $40 million greater than in 1962. Heavy seasonal imports of petroleum and agricultural products during the last 2 months of 1963 contributed substantially to the trade imbalance.

Bloc trade hurts

A shift in trade with Eastern European countries also added significantly to the deficit. Exports to this area dropped 15.2% while imports increased 11.7%. Thus, while trade with Eastern Europe represented only 1.9% of total BLEU trade, it accounted for a trade deficit of $40.2 million.

The Federal Republic of Germany ranked first as a supplier of BLEU imports, sharing 19.3% of the market, followed by France with 15% and the Netherlands with 14.7%. The U.S. continued in 4th place with a market share of 9.2%.

The U.S. was also BLEU's 4th best customer, taking 8.5% of its exports.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The Netherlands was in first place, taking 22.6%, followed by the Federal Republic of Germany, 18.5%, and France, 14.6%.

Another record year for foreign trade was predicted for 1964, with a 9% increase in exports and an 11% rise in imports forecast.

Extremely harsh weather during the first quarter of 1963 adversely affected both trade and production in Belgium, distorting comparisons between the first quarters of 1963 and 1964.

Bearing this in mind, imports for January-February 1964, valued at $960.8 million, showed a rise of 31% over the first 2 months of 1963. Exports for the first quarter totaled $1,366.9 million, 25.6% above the comparable quarter of 1963.

Imports from the U.S. for the first 2 months of 1964 amounted to $87.5 million, 9.1% of total imports. Belgian trade officials anticipate a sharper increase in imports from the U.S. for 1964, in view of continued rising Belgian prices and relatively stable U.S. prices. In particular, a marked rise in Belgian imports of U.S. trucks and automobiles is foreseen.

After having remained remarkably stable since 1958, export prices are expected to rise in 1964, as a result of increased production costs.

While Belgian businessmen are concentrating their efforts on the expanding EEC market, the Government is advocating a longer-range view and a greater diversification in foreign markets, placing emphasis on developing exports to countries with which BLEU has had sizeable trade deficits in recent years.

Gratifying results

Industrial production during the first quarter of 1964 scored excellent results, paced by a revival in the steel industry. Crude steel production reached 2,084,000 metric tons against 1,808,000 for the similar period in 1963. The improved market situation and the additional output from the new Chertal plant pushed March production to a new monthly high of 713,866 metric tons.

During the first quarter, Armco-Pittsburgh announced plans to produce cold-rolled strip specialties in Belgium, making it the second U.S. steel concern to locate in Belgium.

The metal manufactures sector experienced a very good year in 1963. Orders for the year were 10% above 1962, while deliveries, domestic and export combined, climbed almost 14% higher.

Chemicals also enjoyed an excellent year. The AGEFI (Agence Economique et Financiere) index for 1963 was 227, compared with 238 for 1962 (1953=100). The average for the first 4 months of 1964 maintained its high level at 228.

The annual report of the Federation of Belgian Chemical Industries noted that 1963 investments for new plants and expanded capacities totaled about $80 million, or 10% of the total volume of business. Research costs reached $22 million during the year.

Coal production climbed slightly, reaching 21.3 million metric tons in 1963 as against 21.1 million the previous year. Pithead stocks rose from 461,000 metric tons at the end of 1963 to 925,000 metric tons at the end of March.

To alleviate the chronic labor shortage, Moroccan miners are being recruited for work in the mines. The total number of all foreign miners to be recruited in 1964 has been fixed at 11,800.

Cement production in the first 4 months of 1964 was far ahead of the comparable period in 1963, 1.6 million metric tons against 980,000 metric tons. Cement sales for January and February were the highest in 10 years, indicating another possible construction boom in Belgium.

Attracts investors

Belgium's attractive climate for investment continued to bring U.S. firms into the country. During the first quarter, 24 new U.S. business entities were formally established, raising the total to about 470.

The new investments consisted of 11 plants, 10 sales offices, 1 warehouse, 1 group of consulting engineers and 1 financial institution, only 2 of which were joint ventures.

Some public concern was expressed over inflationary pressures at the start of the quarter. The retail price index had jumped from 114.77 in August 1963 to 117.51 in December and increased further to 118.11 in January (1953 = 100).

The Government took a number of corrective steps to alleviate the situation, including control of meat prices, elimination of certain import restrictions on foodstuffs, discouraging food exports, tightening installment buying regulations, postponing public construction projects and instructing commercial banks to curtail credit to the private sector. These measures, combined with high production levels, brought the retail price index down to 117.61 in March.

With price increases scheduled for bread, coffee, milk and rail fare on April 1, increasing demand for imports and a continued tight labor market, some observers believe that the Government will have to maintain a constant surveillance for months to come.

Austrians like frozen food; U.S. to exhibit in fall

The Austrian market for frozen foods is growing rapidly, with about 4,000 new dealers beginning to sell frozen food in the last 12 months. More than 70% of all Austrian food dealers now have deep freezing units, of which about half are equipped with display windows.

Per capita consumption of frozen food in Austria is expected to double by 1965. U.S. exporters should note that the U.S. exhibit at the Vienna Fall Fair, Sept. 13-20, will consist of supermarket, food handling and food processing equipment.

Paraguay's exports going strong; weather may reduce '64 harvests

U.S. import share slipped from 19% to 14% in 1st quarter; industrial activity maintained at encouraging levels

Overall increases in Paraguay's economic activity during the first quarter were reflected in a number of indicators as well as by announcements of the construction or expansion of several plants.

Total exports were unseasonally high as remaining agricultural stocks of the excellent 1963 season moved out, and foreign exchange improvements were noted. Adverse weather held down estimates of the size of most 1964 harvests.

Industrial activity, normally slack during the first quarter, showed almost no decline from the previous quarter. Spot indications of retail sales trends gave optimistic expectations for the year.

The money supply expanded 2.6% during the quarter and was 10.5% above the level of a year earlier. A strong increase in the number of businessmen visiting Paraguay also was noted during the quarter. Further, electric power consumption in Asuncion was up 4% from the first quarter of 1963.

Industrial developments during the quarter included a proposed $2.2 million modernization and expansion of the Vallemi S.A. cement plant. Other projects were announced in the wood products, glass, drug and meat industries.

The export total of $7.7 million was 25% above first quarter 1963, as remaining 1963 stocks of tobacco, tung oil and cotton fiber were shipped. Wood exports to Argentina still had not revived.

Total imports of $6.5 million were down about 20% from a year earlier, while imports from the U.S. (exclusive of past PL480 shipments) fell from 19.1% to 14.3% of the total.

Shipping difficulty due to low water on the Paraguay River was the main import-limiting factor, but river traffic returned to normal by the end of the quarter.

Paraguay's net reserve position improved substantially and by the end of the quarter reserves stood at $2.23 million. This was 11% above the end of the previous quarter and a significant 109% above first quarter 1963.

The supply of foreign exchange also improved. Final figures on the 1963 balance of payments indicate a $1.9 million surplus. The curb market rate of the quarani stood at 135 per dollar at the end of the quarter—an improvement over recent quarters.

Drought followed by excessive rains may have caused the 1964 cotton harvest to drop to about 33,000 tons, down from 40,000 tons in 1963, with 11,000 tons available for export.

Low prices, which caused limited plantings, plus rain damage were expected to reduce the tobacco crop from 1963's 30,000 tons to 12-13,000 tons. Storm damage and market conditions appeared to have lowered tung production.

Frosts of 1963 were expected to reduce the 1964 coffee crop by 30-40%, to about 30,000 bags. However, higher world prices should offset much of the decline.

The sugar harvest was predicted to be considerably greater, with 42-45,000 tons expected, compared with 35,000 tons in 1963. The portion available for export was expected to be up from 3,000 tons to 10-13,000 tons.

Germany increases quota for dried whole milk

Germany has announced an increase of unannounced size in the import quota for dried whole milk, open to various countries including the U.S.

Applications for import licenses may be submitted within 5 working days before the coming into force of the EEC Market Regulation for Milk and Milk Products, but not later than Dec. 18.

Licenses will be valid until the coming into force of the above-mentioned regulation but not after Dec. 18. (The effective date for the Market Regulation for Milk and Milk Products is still pending and has been referred by the EEC Council to the European Parliament for an Advisory Opinion.)

East, West Pakistan get IDA road loans

Contracts awarded through international competitive bids

The International Development Association (IDA), an affiliate of the World Bank, recently extended 2 credits totaling the equivalent of $39.5 million to assist in financing highway projects in Pakistan.

One credit, of $22.5 million, was for construction of a 150-mile highway between Dacca and Chittagong in East Pakistan. The other, of $17 million, was for construction of a 90-mile highway between Karachi and Hyderabad and of 3 bridges in West Pakistan.

Contracts for projects receiving IDA assistance are awarded through international competitive bidding.

The East Pakistan highway will be the first in the Province to be designed and constructed to modern standards. It will connect the 2 major cities of the Province, Dacca, the capital, and Chittagong, the main port, by a new 150-mile, two-lane paved road.

There are 3 major river crossings, one of which will be bridged as part of the project; the other 2 will be provided with ferries which have already been purchased by the Provincial Government. The project will be carried out by the Roads and Highways Department of East Pakistan, Government of East Pakistan, Dacca, Pakistan.

The new limited-access toll road between Karachi and Hyderabad will provide West Pakistan with its first modern highway, and will be the first section of a projected national highway extending from Karachi northward to Peshawar.

Bridges, too

The project also includes the construction of 3 bridges, over the Jhelum, Ravi and Sutlej rivers, in the north central part of West Pakistan. Two of them will supplement inadequate bridges and the third will replace a pontoon crossing.

The project will be carried out by the Communications Wing of the Communications and Works Department of West Pakistan, Government of Pakistan, Rawalpindi, Pakistan.

Consultants will be retained to advise and assist in building up organizations capable of operating and maintaining the highway systems of both Provinces.

Since the terminal points of both highways are on the outskirts of the cities concerned, steps will be taken to assure satisfactory access to them. This is particularly important in Karachi and Chittagong where much of the traffic will be generated from the two ports. The projects therefore include feasibility studies, to be carried out by consultants, of road access from the terminal points to the cities' industrial and commercial areas.

Forestry policy co-ordination proposed by EEC Commission

A draft proposal for co-ordination of national forestry policies in the European Economic Community, prepared by the EEC Commission in association with the forestry departments of the 6 Member States, has been presented to the Council of Ministers for approval.

The draft proposes that Member States establish a common policy on forestry affairs to handle those Community problems arising from a deficiency of forestry products. In 1961 this deficit, measured in terms of imported rough and sawn timber and the wood equivalent of imported manufactured products, pulp and paper, amounted to more than half of the Community's total wood production.

The draft calls for measures to facilitate the establishment of a common market for wood-in-the-rough through uniform classification of wood types and the harmonization of conditions of sale and marketing.

These proposals will be reviewed by the European Parliament (the representative legislature of the EEC), industry groups and Member State governments prior to consideration for final approval by the Council.

ECSC rolled steel orders continue upward climb

New orders for European Coal and Steel Community rolled steel products continued to rise in April, mainly due to orders from markets within the ECSC.

Orders in April were 25.9% higher than in April a year ago and even bettered by 2% the 5.5 million metric tons reached last March.

Orders in April reached 5.6 million metric tons, 4.8 of which came from higher demand in ECSC markets. Only .8 million metric tons were from countries outside the ECSC. The increased demand in the German domestic market was almost completely responsible for April's increased orders in Germany, while sales to other ECSC countries were predominant in the increase which took place in Belgium and Luxembourg.

Iran gets $18 million World Bank road loan

The World Bank has loaned Iran the equivalent of $18.5 million for road improvements. All construction contracts will be awarded on the basis of international competitive bidding.

The projects involve:

Reconstruction of 152 miles of the 433-mile Takestan-Tabriz-Bazargan road, including 3 bridges. This road serves the Azerbaijan region, linking it with the central region of the country, and is also an international route to Turkey and Europe via the border town of Bazargan.

Reconstruction of 85 miles of the 145-mile Burujird-Qum road, the last road link that needs improvement between Tehran and the main Gulf ports in the south.

Paving of 165 miles of the Saghez-Tabriz road, which is part of the principal transport route between the Azerbaijan region and the Gulf ports.

Improvement and paving of an 11-mile road between Amol and Mahmoudabad which is a short-cut access to the Caspian littoral highway.

Construction of a short by-pass, including a 2-lane bridge, around the town of Ahwaz.

The project is scheduled for completion in 1967 at a total cost estimated at the equivalent of $44.2 million.

Standard Oil to help pipe Dutch gas to Belgium

The Nederlandse Aardolie Maatschappij (NAM—a joint enterprise of Royal Dutch/Shell and Standard Oil of New Jersey) has announced the signing of a provisional 20-year contract with Distrigaz, a private Belgian transport company supplying gas to most Belgian distribution plants, for the export of natural gas to Belgium.

A similar agreement is expected shortly between NAM and the other prominent Belgian gas company, Savgas of Liege.

Subject to the approval of the appropriate authorities, gas from the Groningen field will be available to Belgians within 2 years.

Dutch gas will be exported to Belgium in increasing amounts, reaching an estimated 3 billion cubic meters by 1975.

The NAM further announced that Royal Dutch/Shell and Standard Oil will each have a 25% participation in Distrigaz. The latter firm and Savgas will construct the main pipeline system to transport gas from the Belgian-Dutch border and connect with existing Belgian distribution systems.

9 NATO projects in Germany announced; open to U.S. bidders

The Federal Republic will invite bids on NATO Infrastructure projects outlined below under international competitive bidding procedures.

U.S. firms, certified eligible to participate, are invited to submit their applications on a specially designated form and filing fee to the appropriate executing agency. The form is available on request from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230.

Project No. 68 25 74 03 29: Supply and installation of potential taps, anodes, rectifiers; supply and laying of cables, including earth works for cathodic protection in tank storage. Bid deadline is July 1; filing fee, DM 10 (about U.S. $2.50).

Project No. 68 25 31 22 2: Construction of workshop building, about 9,200 cubic meters enclosed space with heating system. Bid deadline is July 2; filing fee, DM 25 (Approx. $6.25).

Project No. 68 25 43 21 20: Access Road, 4,200 cubic meters of earthmoving, 5,700 square meters of black top. Bid deadline is July 3; filing fee, DM 15 ($3.75).

Project No. 68 25 43 21 21: Earth Works, Road and Building Construction, about 27,000 cubic meters of earthmoving, 10 square meters of black top, 2.100 cubic meters of enclosed-key-ready-building, 1,200 meters of fencing. Bid deadline is July 3; filing fee, DM 65 ($16.25).

Project No. 68 25 43 21 22: Access Road, 4,200 cubic meters of earthmoving, 5,700 square meters of black top.

Bid deadline is July 3; filing fee, DM 15 ($3.75).

Project 68 25 43 21 23: Earth Works, Road and Building Construction, about 35,000 cubic meters of earthmoving, 10,000 square meters of black top, key-ready building and fencing.

Bid deadline is July 3; filing fee DM 65 ($16.25).

Project No. 68 25 43 21 24: Access Road, 2,000 cubic meters of earthmoving, 4,200 square meters of black top. Bid deadline is July 3; filing fee: DM 15 ($3.75).

Project No. 68 25 43 21 25: Earth Works, Road and Building Construction, about 14,000 cubic meters of earthmoving; 11,800 square meters of black top, key-ready building and fencing. Bid deadline is July 3; filing fee, DM 65 ($16.25).

Project No. 68 25 74 04 30: Structural Alteration of Tank Storage. This calls for about 2 (each) 10 and 20 cubic meter capacity storage tanks; 5,000 cubic meters of earthmoving; 2,900 square meters of concrete pavement, black-top, drainage and water supply lines; electrical and communications cables, fencing. Bid deadline is July 2; filing fee DM 120 (approx. U.S. $30.).

U.S. firms not already certified to participate in NATO should submit a resume to the Staff of the firm's experience, a recent annual report, and one completed copy of the General Services Administration's standard form 129.

Panama will contract for hydroelectric project

The Instituto de Recursos Hidraulics Y Electrificacion (IRHE), Aptdo. 5285, Panama, R.P. has issued Tender No. 52 with a deadline of September 4 for the La Yeguada Hydroelectric Project.

Work involves one earth-filled dam and one small concrete dam and includes, but is not limited to the following: building of construction roads and plant, site clearing, care of water, excavation, embankments, metal work, pipeline and penstocks, gates, guides and hoists, architectural work, mechanical work, electrical work, installation of IRHE-furnished equipment (turbines, governors, generators, transformers and circuit breakers, switchgear), transmission and distribution lines, and painting.

A copy of the specifications is available from IRHE at the above address upon payment of $200.00, 80% of which will be refunded upon return of specifications in good shape.

A copy of the specifications is available on a short-term loan basis to firms located in the U.S. from the Power & Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

2 NATO infrastructure projects planned in Italy

The Government of Italy has announced 2 NATO Infrastructure projects which are open to U.S. contractors who are certified eligible to participate for International Competitive Bidding.

Project No. 199, which calls for complementary civil engineering, specifically construction of motor fuel storage, dispensing facilities and storage sheds, is estimated to cost 30 million lire (1000 lire=$1.65).

Project No. 87 calls for the procurement of tools and equipment for maintenance and control of telecommunication facilities.

U.S. firms interested in participating in either NATO call for bids are invited to submit their applications on a specially designated form, available from BDSA's Trade Opportunities Staff (111), Washington, D.C. 20230, before June 25 for project 199 to the Ministero Difesa-Aeronautica. Direzione Generale Demanio, Ufficio Study, I Sezione, Rome, and July 2 for project 87 to the Minisero Difesa-Marina, Direzione Generale Genio Militare Marina, Divisione Amministrativa, Rome.

Equipment bids asked by Syria for 2 hospitals

The Syrian Ministry of Health, Syrian Arab Republic, Damascus, announces its intention to purchase the necessary medical and surgical equipment and instruments for equipping 2 hospitals located in Aleppo and Hama. The hospitals have 550 and 300 beds, respectively.

The announcement does not include any specifications, equipment lists, or information on terms and conditions.

Interested U.S. firms should contact the Syrian Ministry of Health directly, and should submit anything from package proposals for the entire projects to catalogs and price lists, or remarks and recommendations.

The bid deadline has been tentatively set for Aug. 1, but may be extended.

Highway project planned by Ecuador; U.S. bids invited

The Ministry of Public Works & Telecommunications of Ecuador invites bids on the completion of the construction of the asphalt Tandapi-La Palma Highway. The 15-mile section is part of the Oloag-Santo Domingo Highway, 80% of which is to be financed by a USAID loan and 20% by funds from the National Highway Fund, under the U.S. $2.7 million loan advanced by AID.

Bid deadline is 6:30 p.m. July 10; tender No. is 2-PI-OP.

The bidder is required to furnish all materials, necessary machinery, tools and equipment. Bids should be submitted to Senor Secretario De La H. Junta De Licitaciones, Ministerio de Finanzas, Quito, Ecuador.

A copy of the specifications, as well as a set of maps and plans are available for review in the Building Materials and Construction Industries Division, BDSA-306, Department of Commerce, Rm. 4012, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Ceylon invites bids on caustic recovery plant

The National Textile Corp. of Ceylon has issued a tender for bids on the supply, erection and commissioning of a complete caustic recovery plant. Caustic will be recovered from the dilute lye obtained from the mercerizing machine from the corporation's weaving and spinning mill.

Bid deadline is Aug. 20.

Specifications are available from The Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. U.S. firms can have a copy on a 5-day loan basis from the GIEC Division, BDSA-323, Rm. 4022, Department of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-5589.

Greece extends bid deadline

The Agricultural Bank of Greece has extended the bid deadline date from June 30 to July 15 on the 2 dairy plants to be built in Janina and Rhodes. (INTERNATIONAL COMMERCE, 5/25, p. 32.)

Burma to buy paper, foil, board; invites U.S. bids

The People's Stores Corp., Rangoon, has issued Tender 34/PP/16/64(Paper)(381) with a bid deadline of July 15 for various grades of paper, board and foil including crepe paper, glassine paper, aluminum foil, grease proof paper, box board, duplex board, and corrugated board.

Copies of the tender are available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-303, Department of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-3003.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for negotiations resulting from these contacts.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruits, Vegetables

ENGLAND—Fresh fruits, vegetables, all kinds. Barnett Emanuel Ltd. (importers, wholesalers), 522, 529 Central Ave., Covent Garden Market, London, W.C.2. WTD 5/28/64.

019 Commercial Farms

NETHERLANDS—All kinds of products suitable in florists' shops; requests replies from manufacturers only. Direct purchase, sales agency. Joh. Broers (Firma Oasis), (importer, wholesaler), 108 Obrechstraat, Hague. WTD 12/10/63.

121 Coal

● **CEYLON**—Coal, low and high volatile and selected grades, 160,000 tons. Tender reference No. VS/COM/29/88, bid deadline July 15. General Manager, Ceylon Government Railway, Colombo. Copies of tender schedule, specifications obtainable on written application from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

149 Asbestos Fiber

● **TAIWAN**—Asbestos fiber, Quebec grade 4M, 30,000 kg. Tender No. GFC-18711(P), bid deadline July 14. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-2684).

195 Small Arms

PAKISTAN—Small arms, ammunition. Ally Brothers & Co. (Pakistan) Ltd., 63 The Mall, Lahore. WTD 6/2/64.

Small arms, ammunition. Vulcan Company Ltd., YMCA Bldg., 16 The Mall, Lahore. WTD 6/5/64.

200 Food

BAHRAIN—Foodstuffs, kindred items, especially canned vegetables, juices, meat, fish. Ibrahim Mahmood Behzad & Sons (importer, retailer, wholesaler), 466/1 Al-Fadel Section, Manama.

201 Meat Products

NETHERLANDS ANTILLES—All kinds of canned meats. Hector Henriquez B. Inc. (importer, wholesaler, agent), 62 Penstraat, Willemstad, Curacao. WTD 6/5/64.

203 Canning, Preserving Foods

GERMANY—Peas, beans, other legumes, canned. Friedrich O. Ebert (importer, exporter), 127a Mainzer Landstrasse, 6 Frankfurt/Main. WTD 6/4/64.

JAPAN—Frozen cuttle fish. Mr. Mori, Fuso Trading Co., Ltd. (Fuso Boeki K.K.) (importer, exporter), Chikusan Bldg., No. 2 Tsukiji 4-chome, Chuo-ku, Tokyo. WTD 4/30/64.

NETHERLANDS ANTILLES—Line of canned vegetables, soups, sardines. Hector Henriquez B. Inc. (importer, wholesaler, agent), 62 Penstraat, Willemstad, Curacao. WTD 6/5/64.

SOUTH AFRICA—Delicatessen-type canned and bottled products, particularly shrimp, crab. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1016, Durban, Natal.

204 Grain Mill Products, Baking Ingredients

GERMANY—Flour, other baking ingredients. Alois Scherer (wholesaler, importer, exporter), 3 Schmickstrasse, 6 Frankfurt/Main. WTD 6/3/64.

207 Confectionery

DENMARK—Confectionery, all kinds, including chocolate candy, licorice. Direct purchase. Forenede Chocolade Grossist A/S (importer), 99 C.F. Richsvej, Copenhagen F. WTD 6/2/64.

208 Beverage Industries

GERMANY—Bourbon whiskey, all kinds. Sarp-Zehnder KG (importer), 21 Virchowstrasse, 62 Wiesbaden. WTD 6/9/64.

209 Food Preparations

GREECE—Poultry, cattle feed: soyameal, meatmeal, fishmeal, cereals. Manufacturer of mixed feed for cattle, poultry requests replies from producers only, quotations cif Piraeus. Synthetiki P. Pavlou Brothers, Pyrgou St., Moschato, Athens. WTD 6/3/64.

NETHERLANDS ANTILLES—Tomato catchup. Hector Henriquez B. Inc. (importer, wholesaler, agent), 62 Penstraat, Willemstad, Curacao. WTD 6/5/64.

221 Broad Woven Fabric Mills, Cotton

JAPAN—Dish towels, high quality. Requests literature, prices. Houkoku Co., Ltd. (trading company), Houkoku Bldg., 9, 1-chome, Takaoka-cho, Higashi-ku, Nagoya.

SOUTH AFRICA—Cotton piece goods, particularly prints. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal.

TRINIDAD, W.I.—Cotton, rayon twills, drills. Importer, commission merchant requests replies from U.S. manufacturers. Direct purchase and agency. Lincoln Whan Tong Co., Ltd., Suite 7, 2 Frederick St., Port of Spain. WTD 5/25/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

GERMANY—Imitation fur, particularly Persian lamb, mink. Harry Schulz-Succo (fur finisher, furrier, importer), 171 Fürstenbergerstrasse, 6 Frankfurt/Main.

SOUTH AFRICA—Piece goods, particularly prints, manmade fiber, silk. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

223 Broad Woven Fabric Mills, Wool

BAHRAIN—Blankets, woolen, good quality. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

LEBANON—Woolen fabrics, army type, for making shirts. Direct purchase, exclusive agency. Requests replies from manufacturers only. Yeramian Bros. & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul Beirut. WTD 3/18/64.

224 Narrow Fabrics, Other Smallware Mills

NIGERIA—Textiles piece goods: printed cotton, yarn dyed goods, twills, similar items. Indian Commercial Co. (importer, wholesaler, retailer), 14 Nnamdi Azikiwe St., P.O. Box 778, Lagos.

225 Knitting Mills, Products

NIGERIA—Inexpensive knitting fabrics for men's underwear. E. O. Offia Brothers & Sons (manufacturer), 129 Market Rd., Aba. WTD 6/1/64.

PHILIPPINES—Men's knitwear, all kinds. Direct purchase and agency. Filidian Bazar, Hemandas & Co. (importer, retailer, wholesaler), 135-137 San Pedro St., Davao City. WTD 8/14/63.

227 Floor Covering Mills

NETHERLANDS—Broadloom wall to wall carpeting, woolen, synthetic; bedroom, bathroom floor rugs. F. N. Lodders Jr. N.V. (commission agency), P.O. Box 74, Wassenaarseslag 7, Wassenaar. WTD 5/26/64.

228 Yarn, Thread Mills, Products

PAKISTAN—Art silk, Nylon lurex. The National Silk & Rayon Mills Ltd. (manufacturers), Lahore Rd., P.O. Box 18, Lyallpur. WTD 3/24/64.

229 Textile Goods

GREECE—Cotton, rayon, nylon, dacron; remnants of second choice; requests replies from manufacturers only. Direct purchase and agency. D. Theodoridis (importer, wholesaler, sales agent), 5 Romvis St., Athens 123. WTD 5/28/63.

Orlon pile remnants ¼ to 1 yd., 1 to 2 yd. lengths, about 10,000 lb. wanted for immediate delivery; also 2-ply nylon taffeta remnants, clean, without seams, ½ to 1 yd., and/or 1 to 5 yd. lengths, suitable for: brassieres, white, black; rainwear, 75% Navy, 25% dark colors; checks, plaids; neoprene coated for outerwear. Stretch nylon girdle blanks, seconds, at least 13″ long, white, black. Fidex International (importer, wholesaler, sales agent), 83 Aristotelous St., Athens. WTD 11/20/63.

ITALY—Artificial, synthetic fibers, waste material, felts for textile industry. Giuseppe Zanon (importer) 8 Via Bengasi, Biella (Vercelli).

231 Men's, Youths', Boys' Suits, Coats, Overcoats

ITALY—Hunting clothes. Remo Carassale (retailer), Via Prione 51, La Spezia.

232 Men's, Youths', Boys' Furnishings

BAHRAIN—Men's, youths', boys' clothing; trousers; shirts. New Store (importer, retailer, wholesaler), P.O. Box 25, Bahrain, Arabian Gulf. WTD 5/17/64.

233 Women's, Misses', Juniors' Outerwear

BAHRAIN—Dresses, women's, misses'; good quality, best fashions. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

Women's, misses', juniors' outerwear: all types, including suits, skirts. New Store (importer, retailer, wholesaler), P.O. Box 25, Bahrain, Arabian Gulf. WTD 5/17/64.

SOUTH AFRICA—Women's clothing, especially blouses, of unusual design or material. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

236 Girls', Children's, Infants' Outerwear

BAHRAIN—Children's, infants' dresses, all kinds. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5-10-64.

Children's, infants' clothing, furnishings, accessories. New Store (importer, retailer, wholesaler), P.O. Box 25, Bahrain, Arabian Gulf. WTD 5/17/64.

238 Apparel, Accessories

FRANCE—Gloves, leather, cotton; caps. Ch. Grajek (manufacturer), 70 Rue Vieille du Temple, Parie 3e. WTD 5/14/63.

242 Sawmills, Planing Mills

GERMANY—Cut, rough lumber; metric measurements preferred. Cif Rotterdam. J. Alfred Gröger & Co. (importer, wholesaler), 78a Praunheimer Landstrasse, 6 Frankfurt/Main. WTD 6/4/64.

● **GREECE**—Crossties: 15,000 units (0.15m x 0.16m x 2.60m) for standard gauge line; switch ties: 890 units (0.15m x 0.24m x 2.70m-4.60m). Tender No. B/353/64, bid deadline July 23. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3359).

JAPAN—Sitka spruce sawn boards suitable for piano boards. Fuso Trading Co., Ltd. (Fuso Boeki K.K.) (importer, exporter), Chikusan Bldg., No. 2 Tsukiji 4-chome, Chuo-ku, Tokyo. WTD 4/30/64.

● **KOREA**—Crossties: 70,000 units, AREA Specifications, hardwood except gum, 6″ x 6″ x 8′. Switch ties: 100 sets, No. 3 turnout; 60 sets, No. 10 turnout. Bridge ties: 15,000 units, 9″ x 9″ x 10′. Tender invitation No. KFX-4039-N (P.R. No. 64-6-32), bid deadline July 16. Office of Supply, Government of the Republic of Korea, Seoul. (Telephone: 202-WO 7-3359).

TRINIDAD, W.I.—One million feet of Canadian Red Cedar. Importer, wholesaler, retailer requests replies from U.S. suppliers. Direct purchase and agency. Ramoutarsingh Ltd., Marabella Main Rd., San Fernando, Trinidad, W.I. WTD 3/17/64.

Lumber. Requests replies from U.S. manufacturers and/or suppliers. The Trinidad Trading Co., Ltd. (importer, wholesaler, agent), 84 Independence Square, Port of Spain. WTD 9/26/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

TRINIDAD, W.I.—Wood, particle board. Requests replies from U.S. manufacturers and/or suppliers. Direct purchase and agency. Duvals (Builders Hardware) Ltd. (importers, retailers, sales agents), 7 Richmond St., Port of Spain. WTD 5/25/64.

249 Wood Products

AUSTRALIA—Wooden mouldings of various types to be used in making picture frames. M. J. Sinclair, Oswald Sealy (Qld) Pty. Ltd. (importer, wholesaler), 282 Water St., Valley, Brisbane, Queensland.

251 Household Furniture

AUSTRALIA—Occasional pieces for living, dining rooms; best quality fabrics, design. Marshall Rochaix Pty. Ltd. (wholesaler), 94 Petrie Terrace, Brisbane, Queensland. WTD 12/18/63.

BAHRAIN—Furniture for juveniles, infants. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

252 Office Furniture

FRANCE—All kinds of office furniture: tables, chairs, cabinets of metal or wood. Direct purchase and agency. Burotype (importer, dealer, agent), 22/24 Rue St-Georges, Paris 9e. WTD 8/20/62.

262 Paper Mills, Products

GERMANY—Standard newsprint, kraft liner, kraft bag paper, multiwall kraft paper in bulk. Requests replies from manufacturers only. Walter Otto Hauschild (importer), Ballindamm 37, Hamburg 1.

263 Paperboard Mills, Products

● **CEYLON**—Approx. 235 tons strawboard in sheets, 30½″ x 25½″, various base weights. Bid deadline July 28. Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3003).

264 Converted Paper, Paperboard Products

BELGIUM—Masking tapes, in rolls of 60 yd. length; widths ½″, ⅝″, ¾″, ⅞″, 1″. S.A. Depovere (importer, distributor), Sint Amandsstraat 39, Roeselare.

ENGLAND—Tapes, masking, industrial. Leon Davis & Co. Ltd. (manufacturer, importer), Gummed Tapes Division, St. Andrew's House, 32 Holborn Viaduct, London, E.C.1. WTD 5/28/64.

Packaging papers, all types, such as wrapping papers, sack kraft; converted papers, bituminized, plastic-coated; specialty papers for military and civilian packaging. Agency and direct purchase. A. Latter & Co. Ltd. (manufacturers, exporters, importers, wholesalers, sales agents, service organization), 43 South End, Croydon, Surrey. WTD 3/5/64.

ITALY—Stationery, art supplies. Direct purchase and agency. Neotecnica di Damiani Marcello (wholesaler), Corso Europa 799, Genova.

SOUTH AFRICA—Gift wrapping paper for Christmas, general use. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

VENEZUELA—Wallpaper, all types. Decortin, C.A. (interior decorator), Edificio Union, 8 Piso, Oficina 82, Chacaito, Caracas. WTD 5/4/64.

273 Books

ITALY—Printed music, books, publications concerning music; retailer, publisher. F. Bongiovanni S.A.S., 28/E Via Rizzoli, Bologna. WTD 6/3/64.

279 Service Industries for Printing Trade

MOROCCO—Photoengraving equipment, silk screen process. Quotations Casablanca. Direct purchase and agency. Ets. Theodore (importer), 65 Rue Saint-Dié, Casablanca.

280 Chemicals

PAKISTAN—Dyes, synthetic organic; sizing materials; chemicals of various types; for textile industry. Abbasi Textile Mills Ltd., Rahimyar Khan. WTD 6/1/64.

281 Industrial Chemicals

ENGLAND—Industrial chemicals for paint, plastics, allied industries. Agency and direct purchase. Rex Campbell & Co. Ltd. (manufacturers, exporters, importers, sales agents), 7 Idol Lane, Eastcheap, London, E.C.3. WTD 6/2/64.

ETHIOPIA—Rubber processing chemicals; chemicals related to industrial manufacturing of canvas, rubber shoes. Gebreyes Begna (sales representative, commission agent), P.O. Box 1161, Addis Ababa.

FRANCE—Reagents used in medical analysis. Direct purchase and agency. Socamed (importer, dealer), 8 Rue Gros, Paris 16e. WTD 10/9/62.

INDIA—Chemicals for use in manufacturing welding electrodes. M. L. Garodia, Asiatic Oxygen Ltd. (manufacturer), 8 Dalhousie Square East, Calcutta 1. WTD 9/16/63. List giving quantities, specifications of chemicals is available from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675).

ITALY—Sodium perborate: 500 tons; potassium metabisulphate: 100 tons; ethyl acetate 98%: 500 tons; acetic anydride: 100 tons. EUROSCAMBI (importer, wholesaler, exporter), Via Sottoripa 1A-115, Genoa.

● **KOREA**—Ammonium nitrate, uncoated prills (99.5%), 80,000 kg.; Diethanolamine, technical, 10,000 kg.; anhydrous disodium phosphate (98%), 8,000 kg.; mono-ethanolamine, technical, 10,000 kg.; 20 couplers, Shibata type for passenger car, A.A.R. M-201-62, JIS E-4201-1957 or equal as per K.N.R. Drg. No. P30-2140; 20 draft gears, rubber, max-load 80 mt for passenger car, as per K.N.R. Drg. No. P30-1160; diamond steel plates, structural checkered for flooring, A.A.R. Spec. M-116-55 Grade A, JIS G-3101-SS41 or equal (4.5' x 4' x 8'), 3.5 m tons. Tender No. KFX-4034-N, bid deadline July 3. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2008).

NETHERLANDS—Pharmaceutical raw materials, chemical raw materials; exclusive agency or direct purchase for the Netherlands and/or Europe. Chemolanda N.V. (importer, wholesaler, exporter, agent), 14 Elandstraat, Hague.

282 Synthetic Materials

SOUTH AFRICA—Filament rayon of substandard quality, 1100 or 1650 denier; required for manufacturing twines. Requests samples, prices. Bailes (Pty.) Ltd. (manufacturer), P.O. Box 753, Durban, Natal. WTD 6/4/64.

SWEDEN—Plastic sheetings, all kinds. AB R. W. Nissen (importer, sales agent), Årsta Strand 9, Stockholm Sv.

SWITZERLAND—Synthetic abrasive, finishing material of fabrics such as Scotch Brite or Beaver Brand Nylon Finishing Material. Niederberger & Co., Sternhalde 5, Lucerne.

283 Drugs

GERMANY—Inorganic hormone raw products, steroids. Direct purchase and agency. J. Mathias Coenen (importer, sales agent), Magdalenenstrasse 54, Hamburg 13. WTD 4/4/62.

GREECE—Veterinary medicines, vaccines; exclusive importer-distributor. A. Nicolacopoulos & Co. (importer-wholesaler, sales agent), 47 Veranzerou St., Athens. WTD 8/12/63.

Veterinary medicines, including vitamins. Manufacturer of mixed feed for cattle, poultry requests replies from manufacturers only, quotations c.i.f. Piraeus. Synthetiky P. Pavlou Brothers, Pyrgou St., Moschato, Athens. WTD 6/3/64.

NETHERLANDS—Pharmaceutical raw materials, chemical raw materials; exclusive agency or direct purchase for the Netherlands and/or Europe. Chemolanda N.V. (importer, wholesaler, exporter, agent), 14 Elandstraat, the Hague.

SWEDEN—Pharmaceutical preparations for veterinary use. Lars Östensson (importer), Hjortvägen 2, Roslags Näsby.

284 Soaps, Detergents, Cleaning Preparations, Perfumes Cosmetics

BAHRAIN—Perfumes, cosmetics, kindred toilet preparations. New Store (importer, retailer, wholesaler), P.O. Box 25, Bahrain, Arabian Gulf. WTD 5/17/64.

Cosmetics, perfumes. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

ECUADOR—Complete line of cosmetics: cleansing, lubricating, foundation creams; dyes, lip preparations; rouge; oils; importer requests descriptive brochure and replies in Spanish. Direct purchase and agency. Germán R. Proaño, P.O. Box 2224, Quito.

GERMANY—Nail polish; lipsticks. Requests replies from manufacturers only. Walter Brenne (importer, sales agent), Schimmelmannstrasse 42, 207 Ahrensburg/Hamburg.

GREECE—Detergents. The Commercial Agencies of Greece (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

NICARAGUA—Shoe polish, liquid, white. Requests replies from manufacturers. Caldera Industrial, S.A. (manufacturer), Aptdo. Postal 1189, Managua. WTD 5/14/64.

285 Paints, Varnishes, Enamels, Lacquers

BAHRAIN—Paints, varnishes, all kinds. Ibrahim Mahmood Behzad & Sons (importer, retailer, wholesaler), 466/1 Al-Fadel Section, Manama.

EL SALVADOR—Anti-corrosive, other industrial paints. Direct purchase, exclusive agency. COMSA—Servicios Mecánicos y Marítimos (contractor), Blvd. Venezuela 3057, San Salvador. WTD 6/29/62.

287 Agricultural Chemicals

GREECE—Insecticides. The Commercial Agencies of Greece (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAN**—Triple superphosphate, granulated (45-48% P_2O_5) 7000 m. tons; ammonium phosphate (11-18% N and 46-50% P_2O_5), 4000 m. tons; ammonium sulfate, 5000 m. tons; potassium sulfate, 1000 m. tons. Bid deadline August 16. Office of Bongah Shimiai, No. 30 Dameshgh St., Ebtehaj Ave., Teheran.★ (Telephone: 202-WO 7-2008).

SINGAPORE—Fertilizers, fungicides, insecticides; requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Corona Florist (importer, wholesaler, retailer, indent agent), 10 De Souza St., Singapore 1. WTD 11/21/63.

289 Chemical Products

IRAN—Aluminium sulphate, $(SO4)_3$ Al_2, for use in water purification plant. Plans annual purchase of 700 tons. Desires specifications; price per ton, cif Khorramshahr; delivery time. Managing Director, Khorramshahr Water & Sewage Authority, Khorramshahr.

● Brake fluid, 15,000 liters in 1-gallon containers. Tender No. 1, bid deadline August 31. Ministry of War, The Ordnance Dept. IIA, Abbasabad, Teheran.★ (Telephone: 202-WO 7-2090).

MOROCCO—Inks for printing purposes, all types, colors. Quotations Casablanca. Direct purchase and agency. Ets. Theodore (importer), 65 Rue Saint-Dié, Casablanca.

SWEDEN—Brazing, soldering alloys, fluxes; direct purchase and agency. AB El- & Gassvetsning (manufacturer, agent), Box 12018, Göteborg 12. WTD 6/4/64.

291 Petroleum Refining

PAKISTAN—Petroleum products. Ally Brothers & Co. (Pakistan) Ltd., 63 The Mall, Lahore. WTD 6/2/64.

Lubricants: petroleum products. Vulcan Co. Ltd., YMCA Bldg., 16 The Mall, Lahore. WTD 6/5/64.

301 Tires, Tubes

IRAQ—Tires, tubes for passenger cars, trucks. Requests replies from manufacturers only with catalogs, prices. Direct purchase and agency. Abdul Hussain M. Al-Baghdadi & Co. (importer, wholesaler, retailer, agent), 4/233 Senak, Rashid St., Baghdad. WTD 6/1/64.

307 Plastic Products

GREECE—Plastic by-products, of second choice, in large quantities; also plastic remnants; requests replies from manufacturers only. Direct purchase and agency. D. Thedoridis (importer, wholesaler, sales agent), 5 Romvis St., Athens 123. WTD 5/28/63.

311 Leather Tanning, Finishing

GERMANY—Leather for manufacturing ladies', men's billfolds, wallets, passport covers, cases for keys, glasses; cif Hamburg or Bremen. Fritz Zerfass—Lederwarenfabriken (manufacturer), Hauptstrasse 1, 658 Idar-Oberstein 2. WTD 6/10/64.

317 Handbags, Personal Leather Goods

SOUTH AFRICA—Ladies' handbags, purses,

dressing cases, other personal leather goods, of unusual design. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

322 Glass, Glassware

IRAQ—All types of drinking glasses, decanter sets, vases, wall decorations, ash trays, storage jars. Requests illustrated brochures, price lists. R. Kumar H. Udani (private business), Ashar, Basra. WTD 10/30/63.

SOUTH AFRICA—Decorated drinking glasses, suitable for Christmas season. Surplus stocks from previous season would be of interest. Requests details, prices. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importer, wholesaler), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

326 Pottery

TRINIDAD, W.I.—Vitreous china plumbing fixtures; china; earthenware fittings, bathroom accessories. Importer, retailer, sales agent requests replies from U.S. manufacturers. Direct purchase and agency. Duvals (Builders Hardware) Ltd., 7 Richmond St., Port of Spain. WTD 5/25/64.

Vitreous china plumbing fixtures; china; earthenware fittings, bathroom accessories. Agents requests replies from U.S. manufacturers. Direct purchase and agency. David Morrin & Sons Ltd., 67 Independence Square, Port of Spain. WTD 2/12/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GREECE—Oil seals, metal clad; importing distributor requests replies directly from manufacturers. Direct purchase and agency. Antonopoulos Bros., (P.O. Box 554) 54 Solomou St., Athens 147. WTD 5/28/64.

NETHERLANDS—Abrasives, coated, paper; requests replies from manufacturers only. Direct purchase and exclusive agency. Fa. de Booy & De Booy (importer, exporter, wholesaler), 109 Malakkastraat, The Hague. WTD 9/10/63.

NORWAY—Materials for insulating boilers, pipes, conduits, tanks, refrigeration plants, buildings; acoustical board, tiles. Direct purchase and agency. Requests replies from manufacturers only. Halseth Industrimaskiner A/S (manufacturer's agent, importing wholesaler), 50 Ths. Heftyesgate, Oslo. WTD 1/14/64.

TRINIDAD, W.I.—Ceiling tiles ½″ by 2′ by 2′; ¾″ by 2′ by 4′. Importer, retailer, sales agent requests replies from U.S. manufacturers. Direct purchase and agency. Duvals (Builders Hardware) Ltd., 7 Richmond St., Port of Spain. WTD 5/25/64.

331 Steel Mill Products

BRAZIL—High grade special steel, all forms and shapes for tools, machinery construction. Direct purchase and agency. Aços Singra Comércio e Indústria S.A. (importer, agent), Rua Washington Luis 236, 3° andar, São Paulo.

● **CEYLON**—2310 mild steel plates to B. S. Spec. No. 15 of 1961, size 48″ x 8′ x 1/16″ to ¾″; bid deadline July 21. The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2363).

JAPAN—Tin plate clippings, not rusted, for detinning use. Fuso Trading Co., Ltd., (Fuso Boeki K.K.) (importer, exporter), Attn: Mr. Mori, Chikusan Bldg., No. 2 Tsukiji 4-chome, Chuo-ku, Tokyo. WTD 4/30/64.

● **KOREA**—Trackturnout assemblies, 16 sets, crossings, 29, for streetcar system. Tender No. KFX-4038-S, bid deadline July 11. Drawings with notes in Korean language only. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2363).

NIGERIA—Steel angles, channels, bars, plates; approx. 509 tons. Wishes to deal directly with mills. Requests quotations c.i.f. Lagos. Jammal Engineering (Nigeria) Ltd. (structural and civil engineers), 46 Burma Rd., P.O. Box 338, Apapa. List giving specifications and quantity required for each item is available from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675).

PAKISTAN—Tinplates; pig iron. Vulcan Company Ltd., YMCA Bldg., 16 The Mall, Lahore. WTD 6/5/64.

TRINIDAD, W.I.—Nails, all types; wire netting, mesh; barbed wire; reinforced steel rods; B.R.C. wire. Importers, wholesalers, agents request replies from U.S. manufacturers. Direct purchase and agency. The Trinidad Trading Co., Ltd., 84 Independence Square, Port of Spain.

VIET-NAM—Steel sheets for shaping purposes, size 1 m x 2 m, thickness 0.3 mm to 1 mm. Hoop steel for manufacturing moulds, 30 cm by 100 cm; thicknesses 20, 25, 30 mm. Steel bars for manufacturing punches; sizes 4, 5, 6, 8, 10 mm. Alfana Watch (importer, manufacturer), 135 Blvd. Nguyen Hue, Tax Bldg., 1st Fl., Saigon. WTD 4/17/64.

● Steel shapes, plates, various sizes; Total quantity, approx. 63 tons. Tender No. 1274-29054, bid deadline July 6. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Specifications available in French only.★ (Telephone: 202-WO 7-2363).

332 Iron, Steel Foundries

MOROCCO—Cast-iron pipes for irrigation; importer requests replies in French. Etablissements Tawfik, 34 Ave. du Chellah, Rabat. WTD 1/27/64.

333 Primary Smelting, Refining of Nonferrous Metals

BRAZIL—Aluminum, copper, antimony, zinc, other nonferrous metals in ingots. Direct purchase and agency. Metodic Importadora Ltda. (importer, agent), Caixa Postal 8396, São Paulo.

● **IRAN**—Aluminum ingots, 4,000 kgs. pure aluminum AL 99% acc. DIN 1712. Bid deadline July 18. Original: Edarehe Taslihate Artesh, Daerehe Kontrole Tolid Va Tadarokat, Jaleh Ave., Tehran (The Armament Dept. of Imperial Iranian Army). One copy: Bazrasi Kole Setad Bozorg Arteshtaran, (Inspection Division of The Army Staff) Charrahe Ghasr, Tehran.★ (Telephone: 202-WO 7-2181).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of 17.4 tons of tin ingots, 60.5 tons of copper ingots. Tender No. HAL: FDY: 623 & 785/29/X/B/126-64, bid deadline July 29. The Controller of Purchase, Hindustan Aircraft Ltd., Bangalore 17, Mysore.★ (Telephone: 202-WO 7-2162).

MOROCCO—Alloy aluminum plates, sheets, 0.5 mm to 10 mm thick, 2 meters long, 1 meter wide; quality AlMG5 according to Din 1725 Standards, Page 1. Composition of alloy: 4.30 to 5.50% magnesium, 0 to 0.6% manganese, 0 to 0.3% chromium. Quotations Casablanca. Requests replies in French. O.C.I.N.A. (importer), 52 Ave. Hassan II, Casablanca. WTD 9/23/63.

341 Metal Cans

IRAQ—300,000 cans annually of the following specifications: decorated round tins in flattened condition with side seam, soldered ends, rubber solution bodies only, printed in 4 colors in half tone, plain through-out inside, size 4½ inches diameter x 5¼ inches height, for filling vegetable oil. Kafil Hussain Oil Extraction Factory; Masbah, Karrada, Baghdad.

342 Cutlery, Hand Tools, General Hardware

SINGAPORE—Garden tools, sprayers; importer, wholesaler, retailer, indent agent requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Corona Florist, 10 De Souza St., Singapore 1. WTD 11/21/63.

SWEDEN—Hand tools, kitchenware, household articles. Einar Gyllenhammar & Co. (importer, exporter, wholesaler, sales agent), Tegnérlunden 14, Stockholm. WTD 12/27/63.

TRINIDAD, W.I.—Rough hardware such as bolts, nuts, screws, nails, spikes, hangers. Importers, wholesalers, retailers, agents request replies from U.S. manufacturers. Direct purchase and agency. Davidson-Arnott & Co., Ltd., P.O. Box 345, 110 Henry St., Port of Spain.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Control devices for gas burners. Requests replies in French. Ets. Petercem, 210 Ave. Felix Faure, Lyon III (Rhône). WTD 6/1/64.

SWEDEN—Butane, propane burners, regulators, valves, fittings, welding and cutting blow pipes, especially new products. Direct purchase and agency. AB El- & Gassvetsning, Box 12018, Göteborg 12. WTD 6/4/64.

TRINIDAD, W.I.—Vitreous china plumbing fixtures; china; earthenware fittings, bathroom accessories. Importers, wholesalers, agents request replies from U.S. manufacturers. Direct purchase and agency. The Trinidad Trading Co., Ltd., 84 Independence Square, Port of Spain. WTD 9/26/63.

346 Metal Stampings

TRINIDAD, W.I.—Utensils: cooking, kitchen; stamped, pressed, stainless steel. Importers, wholesalers, retailers, agents request replies from U.S. manufacturers. Direct purchase and agency. Geo. F. Huggins & Co., Ltd., 66/64 South Quay, Port of Spain. WTD 6/18/64.

351 Engines, Turbines

BRAZIL—Gasoline engines, all purpose, 3 to 9 hp, medium r.p.m. Auto Itajubá S.A. (importer, retailer), Rua Timbiras 502, sala 209, São Paulo. WTD 1/9/64, Orlando Mohallem.

ECUADOR—Complete line of stationary diesel, gasoline engines, motors for industrial, other use, various capacities; cif Guayaquil. Catalogs requested. Direct purchase and agency. Proveedora Automotriz (SAC) (former name: Rectificadora Ciguenales Botar & Fialla), P.O. Box 2643, Quito. WTD 8/14/62.

THAILAND—Used Cummins marine engine in good condition, 50 to 200 hp. United Tractor & Equipment Co., Ltd. (importer, distributor), 316-318 Prasumane Rd., Bangkok.

352 Farm Machinery

BRAZIL—Self-powered cropping machines for

corn, rice; agricultural machinery, equipment in general. Auto Itajubá S.A. (importer, retailer), Rua dos Timbiras 502, sala 209, São Paulo. WTD 1/9/64, Orlando Mohallem.

ITALY—Egg graders; attachments for poultry farm machines, equipment. Tecnomacchine (agent), 219 Corso Orbassano, Turin.

MALAYSIA—Feed plant: power feed crushers, combination roughage mills. Plant must be capable of producing mash and pellet forms of feed; production rate 20 tons per hour. Requests replies from manufacturers, c.i.f. Singapore; prices must be competitive. Ham Peng (importer, wholesaler), 21 Seah St., Singapore 7.

THAILAND—Used farm tractor in good working condition, prefer Case or International Harvester; 50 to 80 hp. United Tractor & Eqipment Co., Ltd. (importer, distributor), 316-318 Prasumane Rd., Bangkok.

VENEZUELA—Tractors, plows, harrows, tillers, planters, seeders, drills, spreaders, harvesters, pickers, rakes, loaders, sprayers, stackers, cultivators, balers, dairy equipment, poultry equipment, tanks, waterers, harness, barn and livestock hardware, parts, accessories, related lines. Corporacion Andina, S.A. (importer, distributor), Aptdo. del Este 11053, Caracas, Colonia Agricola de Turen, Turen, Estado Portuguesa. WTD 5/14/64.

353 Construction Machinery

ECUADOR—Complete highway maintenance equipment; to include bulldozers, graders; cif Guayaquil; catalogs requested. Direct purchase and agency. Importer requests replies in Spanish. Alvarez Barba Hnos. & Cia., P.O. Box 567, Quito. WTD 4/30/64.

FINLAND—Wide variety of machinery and equipment which can be used in storage warehousing, packaging, freight handling. Interested U.S. manufacturers or exporters are requested to submit descriptive literature, price quotations. Oy Inseko Ab, Ruusulankatu 8, Helsinki.

PAKISTAN—Passenger elevators. Ally Brothers & Co. (Pakistan) Ltd., 63 The Mall, Lahore. WTD 6/2/64.

TRINIDAD, W.I.—Construction machinery, equipment. Importer, commission merchant requests replies from U.S. manufacturers. Direct purchase and agency. H. J. Stauble Ltd., P.O. Box 136, By-Pass Rd., San Fernando. WTD 5/26/64.

354 Metalworking Machinery

BRAZIL—Comparators; calipers; micrometers; dividers; dial indicators, static, dynamic balancing equipment. Requests catalogues, prices. Icofer-Importação e Comércio de Ferramentas Ltda. (importer, retailer, agent), Caixa Postal 1700, São Paulo.

ECUADOR—Complete installation of automotive maintenance equipment, to include lubricating devices, mechanical services in general, tools, car-wash facilities. Requests catalogs or other illustrated materials; replies in Spanish. Fausto Viteri G. (importer), P.O. Box 1207, Quito.

EL SALVADOR—Machines for making mechanic's, plumber's hand tools; iron, steel pipes; stamping, cutting iron, steel sheet plates. Direct purchase and agency. COMSA—Servicios Mecánicos y Marítimos (contractor), Blvd. Venezuela 3057, San Salvador. WTD 6/29/62.

GERMANY—Pneumatic tools, metalworking types. Maschinenfabrik Wilhelm Oppelt KG (manufacturer), 609 Russelsheim, Bernhard-Adelung-Strasse 26.

NETHERLANDS—Servicing, control apparatus for pipe lines; mechanical measuring apparatus, especially for screw thread measurement, pneumatic, electro-technical; comparators; surface finishing control equipment. Direct purchase and agency. Fa. Denis de Ploeg (commission merchant), 8a Plein, The Hague. WTD 10/15/63.

Automotive maintenance equipment such as chasis repair, vehicle paint shop; sanders, disc, hand, electric or pneumatic; portable power-driven hand tools. Direct purchase and exclusive agency. Fa. De Booy & De Booy (importer, exporter, wholesaler), 109 Malakkastraat, The Hague. WTD 9/10/63.

SWEDEN—Gas, electric welding equipment, especially new products. Direct purchase and agency. AB El- & Gassvetsning (manufacturing, agent), Box 12018, Göteborg 12. WTD 6/4/64.

TRINIDAD, W.I.—Metalworking machinery, tools. Importer, commission merchant requests replies from U.S. manufacturers. Direct purchase and agency. H. J. Stauble Ltd., P.O. Box 136, By-Pass Rd., San Fernando. WTD 5/26/64.

355 Special Industry Machinery

AUSTRIA—Special equipment, such as sewing machines, related items, for garment manufacturers, shoe factories leather goods manufacturers, upholsterers. Has special workshop for repairs, servicing. Direct purchase or agency. Franz Koerpert & Sohn, K.G. (importer, wholesaler, retailer, agent), Wiedner Hauptstrasse 36, Vienna IV. WTD 5/29/64.

ECUADOR—Complete refrigeration and canning plant for tuna, to include: refrigeration equipment with cold storage capacity of 600 tons; equipment to produce 30 tons of brine daily for refrigeration plant; tunafish canning equipment, with capacity for 1,800 cases per day, based on either 48 ½-lb. cans per case, or 6 4-lb. cans per case. Frigoríficos Manta C.A., P.O. Box 2715, Quito.

ENGLAND—Gluing, labeling, dispensing machines. Leon Davis & Co. (manufacturers, importers), Gummed Tapes Division, St. Andrew's House, 32 Holborn Viaduct, London, E.C.1. WTD 5/28/64.

GREECE—Machines for cutting, sewing furs, clothing. Requests replies from manufacturers. Direct purchase and/or agency. Jean M. Barbaressos (importer, distributor, sales agent), 11 Vlachava St., Athens. WTD 1/30/64.

Graphic arts equipment, supplies, printing, die-cutting machines. Requests replies from manufacturers; direct purchase, exclusive representation. NAPCO, Nick A. Papadam & Co. (importer, distributor), 33 Praxitelous St., Athens. WTD 5/28/64.

HONDURAS—Complete machinery for making paper cups, paper plates. Hector C. Handal, Manager, Ben-Han Co. Industrial S.A., Barrio Country Club, Comayaguela, D.C. WTD 7/1/63.

INDIA—Plastic blow-molding machine, capacity up to 55 gallons, accessories, dies. Rolls Print Co. Pvt. Ltd. (manufacturer), 6 Chowringhee Rd., Calcutta 13. WTD 3/5/63.

JAPAN—Level connected casting machine, horizontal continuous type, for handling all kinds of nonferrous metals; weight of metal per unit preferably 5-6 m.t., max. 10 m.t. C. Katsumata, Korin Trading Co., Ltd. (Korin Shoji K.K.) (exporter, importer), No. 3 Nihonbashi Hon-cho 3-chome, Chuo-ku, Tokyo. WTD 1/7/64.

Manually operated machinery for binding or strapping large size packages, boxes; or for bundling newspapers with plastic or vinyl tape. Direct purchase and agency. Isamu Nakamura, Tokyo Daiichi Soji Co., Ltd. (importer, exporter), No. 7 5-chome, Yaesu, Chuo-ku, Tokyo. WTD 4/63.

Machines for tapering nylon fibers for brushes. Mizutani & Co., Ltd. (importer-exporter), 43 Shiomachi-dori 4-chome, Minami Ku, Osaka.

MOROCCO—Printing machinery; all types, such as typographic, offset, heliographic printing equipment. Quotations Casablanca. Direct purchase and agency. Ets. Theodore (importer), 65 Rue Saint-Dié, Casablanca.

Turn-key installation for manufacturing 3,000 tons per year of glucose, 1,000 tons per year of starch, both products to be extracted from corn. Quotations Casablanca. Engineering et Equipements Industriels (importer, manufacturer), 80 Blvd. Lalla Yacoute, Casablanca. WTD 12/23/63.

NETHERLANDS—Sanding, polishing machines. Direct purchase and agency. Fa. Denis de Ploeg (commission merchant), 8a Plein, The Hague. WTD 10/15/63.

NEW ZEALAND—Equipment, supplies for electroplating, metal finishing. Direct purchase and agency. K. N. Bond, Managing Director, Miles Rybond & Co. Ltd. (importer, wholesaler), P.O. Box 1864, Auckland. WTD 2/10/64.

PAKISTAN—Textile machinery attachments, accessories. Abbasi Textile Mills Ltd., Rahimyar Khan. WTD 6/1/64.

Tennis ball manufacturing plant. Remington Sports Ltd., Sialkot. WTD 6/4/64.

SWITZERLAND—Knitting mill machinery, equipment, accessories. Arnold Roggen & Co., Murten, Canton Fribourg.

356 General Industrial Machinery

FINLAND—Wide variety of machinery, equipment which can be used in storage warehousing, packaging, and freight handling. Interested U.S. manufacturers or exporters are requested to submit descriptive literature, price quotations. Oy Inseko Ab, Ruusulankatu 8, Helsinki.

GREECE—Compressors, air, portable, stationary; ball, roller bearings; importing distributor requests replies directly from manufacturers. Direct purchase and agency. Antonopoulos Bros., (P.O. Box 554) 54 Solomou St., Athens 147. WTD 5/28/64.

ITALY—Air compressor equipment such as air cylinders, air valves, air-operated packaged work units, accessories. Tecnomacchine (agent), 219 Corso Orbassano, Turin.

MOROCCO—Water-pumps for irrigation; importer requests replies in French. Etablissements Tawfik, 34 Ave. du Chellah, Rabat.

NETHERLANDS—Pumps for food, chemical industries, made of monel, stainless steel glassed, precision made, either gear rotary or vane type. Requests replies from manufacturers only. Direct purchase and agency. Handel Maatschappij Schulte & Co., N.V. (importing distributor), 58A Everard Meysterweg, Amersfoort.

PAKISTAN—Ball bearing manufacturing plant. Remington Sports Ltd., Sialkot. WTD 6/4/64.

SWEDEN—Greenhouse watering systems. AB R.W. Nissen (importer, sales agent), Årsta Strand 9, Stockholm Sv.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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357 Office, Computing, Accounting Machines

FINLAND—Full line of data recording equipment (office, computing, accounting machines) which can be used in a large scale freight handling and storage operation. Interested U.S. manufacturers or exporters are requested to submit descriptive literature, price quotations. Oy Inseko Ab, Ruusulaukatu 8, Helsinki.

● **GREECE**—200 automatic scales of 300 to 350 klgs. for equipment of vegetable market. Tender No. B/383/64, bid deadline July 6. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-4379).

TRINIDAD, W.I.—Small household scales. Importer, retailer, wholesaler requests replies from U.S. manufacturers. Direct purchase and agency. Elias Abraham & Sons, 48 Queen St., Port of Spain.

358 Service Industry Machines

AUSTRALIA—Low temperature refrigeration equipment using liquid nitrogen metering apparatus, nozzles; complete equipment or parts. Sealed unit or semi-sealed unit refrigeration equipment suitable for industrial and scientific apparatus having prime mover capacities up to 10 hp. Ken Jones & Co. Pty. Ltd. (merchants, engineers), 76 Clarence St., Sydney, N.S.W. WTD 6/5/64.

ENGLAND—Garage forecourt service equipment, such as gasoline dispensing pumps, tire inflation equipment. Vacmobile Manufacturing Co., Ltd. (manufacturers, exporters, importers), Priory Works, Belsize Rd., Kilburn, London, N.W.6. WTD 5/28/64.

FRANCE—All types of air conditioners for domestic, commercial use. Direct purchase and agency. Wholesaler, agent requests replies in French. S.L.E.M.S. (Société Lyonnaise Electro-Ménager et Sanitaire), 90 quai Pierre Scize, Lyon 5, (Rhône). WTD 6/2/64.

ITALY—Dry cleaning machines, equipment. Mario Bensi (manufacturer), 55 Via P. Forni, Serravalle Scrivia (Alessandria Province).

JAPAN—Commercial dishwashing machines, large size, for institutions, hotels. Direct purchase and agency. C. Katsumata, Korin Trading Co., Ltd. (Korin Shoji K.K.) (exporter, importer), No. 3 Nihonbashi Hon-cho 3-chome, Chuo-ku, Tokyo. WTD 1/7/64.

PAKISTAN—Refrigerators; water coolers; deep freezers. Vulcan Company Ltd., YMCA Bldg., 16 The Mall, Lahore. WTD 6/5/64.

Air conditioners; water coolers. Ally Brothers & Co. (Pakistan) Ltd., 63 The Mall, Lahore. WTD 6/2/64.

SWITZERLAND—Air conditioners with filters, heating, ventilation, for private, commercial, industrial use. Direct purchase and agency. Hermann Pieren (manufacturer, importer), Konolfingen, Canton Bern.

TRINIDAD, W.I.—Refrigeration engineering machinery. Importers, retailers, agents request replies from U.S. manufacturers. Direct purchase and agency. Thomas Peake & Co., Ltd., 76 Henry St., Port of Spain. WTD 10/16/63.

VENEZUELA—Commercial, domestic air conditioning equipment; complete units, parts, accsessories such as coils, condensers, coolers, towers, pumps, humidifiers. Requests replies in Spanish. Corporacion Mercantil Venezolana, S.A. (importer, distributor), Aptdo. 20, Valencia, Ave. 100 No. 93-20, Valencia, Estado Carabobo. WTD 4/22/64.

361 Electrical Transmission, Distribution Equipment

● **GREECE**—22 kv switching equipment, outdoor area lighting equipment, underground cables with accessories for 150/15 kv and 150/22 kv substations. Tender No. DMPM-252, bid deadline July 31. Public Power Corp. (PPC), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● **NIGERIA**—High voltage switchgear, 11,000 volts, 9 panels. Bid deadline July 14. Secretary, Electricity Corp. of Nigeria, Private Mail Bag 2030, Lagos. Tender documents available from Chief Engineer, Transmission and Distribution, of the issuing authority upon nonrefundable payment of $14.00.

● **TRINIDAD**—Supply of photo electric control units. Bid deadline July 16. Terms and specifications available from Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

362 Electrical Industrial Apparatus

ECUADOR—Complete lines of generators: diesel-engine, dual fuel-engine, gasoline-engine driven sets. Auto repairer, engine rebuilder, importer, distributor requests descriptive literature, price quotations c.i.f. Guayaquil. Direct purchase and agency. Proveedora Automotriz (SAC) (former name: Rectificadora de Cigueñales Botar & Fialla), P.O. Box 2643, Quito. WTD 8/14/62.

MALAYSIA—Electric generators for mines, plantations, factories. Requests replies from manufacturers, quotations cif Singapore. Prices must be competitive. Scott & English (S.E.A.) Ltd. (importer, exporter, wholesaler, retailer, indent sales agent), 6 Cecil St., Singapore. 1. WTD 5/11/64.

MOROCCO—Generators, 10 kw to 200 kw; importer requests replies in French. Etablissements Tawfik, 34 Ave. du Chellah, Rabat.

363 Household Appliances

BAHRAIN—Coffee percolaters; electric, household. New Store (importer, retailer, wholesaler), P. O. Box 25, Bahrain, Arabian Gulf. WTD 5/17/64.

FRANCE—Domestic freezers; domestic, industrial refrigerators; wholesaler, agent requests replies in French. Direct purchase and agency. S.L.E.M.S. (Société Lyonnaise Electro-Ménager et Sanitaire), 90 quai Pierre Scize, Lyon 5, (Rhône). WTD 6/2/64.

JAPAN—Household kitchen equipment, appliances, all types, including ranges, refrigerators, electric appliances. Requests literature, prices. Takihyo Co., Ltd. (exporter, importer, manufacturer), 4-9, Miyukihonmachidori, Naka-ku, Nagoya. WTD 5/22/64.

PAKISTAN—Electrical appliances such as irons, cooking ranges, kettles, deep fryers, fry pans; parts, accessories. Vulcan Company Ltd., YMCA Bldg., 16 The Mall, Lahore. WTD 6/5/64.

Household electric appliances, all types; refrigerators; water heaters. Ally Brothers & Co. (Pakistan) Ltd., 63 The Mall, Lahore. WTD 6/2/64.

SOUTH AFRICA—Electric household appliances, kitchen, household gadgets, all types. Direct purchase and agency Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

TRINIDAD, W.I.—Domestic washing machines, electric, automatic; household refrigerators, electric. Importer, wholesaler, agent requests replies from U.S. manufacturers. Direct purchase and agency. Geo. F. Huggins & Co., Ltd., 64/66 South Quay, Port of Spain.

364 Electric Lighting, Wiring Equipment

FRANCE—Beacon lights, battery-operated, fixed, preferably discharge-lamp beacon lights, fittings, with supply units, converters, flashers operated with transistorized sun valves, related intermittent signals designed for aid to navigation in waterways, primarily in port channels. Direct purchase and agency. Price lists, catalogues requested from manufacturers only. Maison J. Baraderie (Ses Héritiers & Cie., Succrs,) (dealers), 4 Ave. Félix-Faure, Caudéran, Gironde. WTD 11/8/63.

MALAYSIA—Electric lighting fixtures, lamps, wiring; incandescent, fluorescent; domestic, commercial. Requests replies from manufacturers, quotations cif Singapore. Prices must be competitive. Scott & English (S.E.A.) Ltd. (importer, exporter, wholesaler, retailer, indent sales agent), 6 Cecil St., Singapore 1. WTD 5/11/64.

365 Radio, Television Receiving Sets

ITALY—Phonograph records, recorded tape (music). F. Bongiovanni S.A.S. (retailer, publisher), 28/E Via Rizzoli, Bologna.

366 Communication Equipment

GREECE—SSB transceivers. Importer-wholesaler-sales agent requests replies from manufacturers only with cif Piraeus price quotations. Agency and/or direct purchase. Marios Dalleggio, 2 Alopekis St., Athens (139). WTD 6/3/64.

● **UAR**—Railroad signal lighting, lamps, relays, rail treadles, hand generators. Bid deadline July 11. Inspector General of Way & Works, Egyptian Railways, Rames Square, Cairo. Copy of contract conditions available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

367 Electrical Components, Accessories

SWEDEN—Electronic components, instruments of highest quality. Erik Ferner AB (engineering sales representative, importer), Box 56, Bromma 1.

Electronic control and testing instruments. Tekno Maskin Import AB (importer, sales agent), P.O. Box 483, Bandhagen 4. WTD 3/5/64.

369 Electrical Machinery, Equipment, Supplies

● **CEYLON**—X-ray protective equipment including but not limited to: Screens, 3-partition type; hand shields; Gonad shields, elbow length leather-covered gloves; white cotton gloves; elbow length palmless gloves; full-body aprons; protective aprons for patients; dental aprons. Bid deadline August 11. Director of Health, Dept. of Health, P.O. Box 584, Secretariat, Colombo.★ (Telephone: 202-WO 7-2939).

CHILE—Battery separators, insulated red fiber; selenium plates for batteries; silicon diodes for batteries; battery charger parts, accessories; battery insulating materials; varnishes for transformers. Direct purchase and agency. Requests replies in Spanish. Gino Hormazabal H. (importer, wholesaler, manufacturer), Carrion 1375, Santiago. WTD 5/14/64.

● Supply of 15 heavy duty mobile X-ray units suitable for ward and operating theatre work. Bid deadline September 1. Director of Health Services, Dept. of Health, P. O. Box 584, Secretariat, Colombo.★ (Telephone: 202—WO-7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

ECUADOR—Seven 8-ton automotive trucks; all types; diesel and/or gasoline fuel. Importer, requests descriptive literature, c.i.f. price quotation Guayaquil, replies in Spanish. Direct purchase and agency. Alvarez Barba Hnos. & Cía., P.O. Box 567. WTD 4/30/64.

Automotive vehicle windshields for passenger cars, trucks; safety glass, ready for installation; cif Guayaquil; requests replies in Spanish. Direct purchase and agency. Delia M. de Espín & Cía. (importer), P.O. Box 2185, Quito. WTD 6/28/62.

IRAQ—3 to 5 second hand diesel buses; seats 30 to 40, air-conditioned with adjustable chairs. Jezira Transport Co.; c/o Rafidain Transport Co., Al-Wathba St., Baghdad. WTD 6/10/64.

PHILIPPINES—Automotive replacement parts. Young Auto Supply Co., Inc. (importer, retailer, wholesaler), JVLA Bldg., Lacson St., Bacolod City. WTD 4/7/64.

NETHERLANDS—Valves, valve guides, pistons, bearings, gaskets, camshaft gear, crankshaft gear, for sale to engine rebuilders, especially for European automobiles. Direct purchase and agency. Techn. Handelsbureau Harteveld, 110 Bilderdijkstraat, The Hague.

372 Aircraft Parts

● **URUGUAY**—Aircraft, new or used, 3 passenger, mail and cargo, purchase or charter with option to purchase, and with option for a fourth aircraft. Aircraft, used, one, 4-engine, propeller, turbine or piston, passenger, mail and cargo, purchase or charter with option for a second. Tender No. 42/64, deadline August 20, in Spanish. Primeras Lineas Uruguayas De Navegacion Aerea—P.L.U.N.A., Calle Colonia 1021, Montevideo. Only individuals or firms legally established in Uruguay may participate in public bids.★ (Telephone: 202-WO 7-3791).

373 Ship Building, Repairing

ECUADOR—Yacht; capacity 6 persons, with berths; iron hull; motor propulsion with auxiliary sail; complete with navigation instruments; radio equipment; galley, mess room, bathroom; max. length 35′ to 45′. Offers requested on construction of yacht, as well as on reconditioned unit. Monseñor Juan de Dios Campusano, c/o Convento de San Francisco, P.O. Box 2972, Quito.

Charter for one purse seiner on monthly basis, purse seiner to have 120-ton refrigeration capacity. Frigoríficos Manta C.A., P.O. Box 2715, Quito.

374 Railroad Equipment

● **UGANDA**—Supply of 230 meter gauge Bogie covered goods freight cars (total 8 wheels; four-wheel bogie at either end of box car). Bid deadline not stated. Tender documents may be obtained from East African Railways and Harbors Overseas Agents, 4 Millbank, London, S.W.1, United Kingdom, or from Overseas Purchasing Division, East African Railways and Harbors at: P.O. box 9061, Dar-es-Salaam, Tanganyika; P.O. box 20540, Nairobi, Kenya; or P.O. box 952, Kampala, Uganda. In all applications refer to Circular No. 12 of Requirements to be Purchased Overseas.

● Supply of 200 meter gauge four-wheeled covered goods freight cars (four wheels; wheels fixed rigidly to box car). Bid deadline not stated. Tender documents may be obtained from East African Railways and Harbors Overseas Agents, 4 Millbank, London, S.W.1, United Kingdom, or from the Overseas Purchasing Division, East African Railways and Harbors at: P.O. box 9061, Dar-es-Salaam, Tanganyika; P.O. box 20540, Nairobi, Kenya; or P.O. box 952, Kampala, Uganda. In all applications refer to Circular No. 11 of Requirements to be Purchased Overseas.

375 Motorcycles, Bicycles, Parts

PAKISTAN—Motorcycle scooters. Ally Brothers & Co. (Pakistan) Ltd., 63 The Mall, Lahore. WTD 6/2/64.

381 Engineering, Laboratory, Scientific Research Equipment

AUSTRALIA—Beam balances, dissecting instruments, inexpensive microscopes, stereomicroscopes, for use in schools, students' laboratories; oil filled, illuminated, hand-bearing compasses; circular slide rules. Murray Edmiston, Fraser Edmiston Optometrists Pty. Ltd. (wholesaler, retailer), 233 Adelaide St., Brisbane, Queensland. WTD 6/26/63.

BRAZIL—Meteorological, topographical instruments, equipment. Direct purchase and agency. Gutimpex Importadora e Exportadora Ltda. (manufacturer, wholesaler, retailer, agent), Rua Florêncio de Abreu 157-7° andar, Caixa Postal 4938, São Paulo.

GREECE—Mass spectrographs. Importer-wholesaler-sales agent requests replies from manufacturers only with cif Piraeus price quotations. Agency and/or direct purchase. Marios Dalleggio, 2 Alopekis St., Athens (139). WTD 6/3/64.

SWEDEN—Soil engineering instruments. Direct purchase and agency. Tekno Maskin Import AB (importer, sales agent), P.O. Box 483, Bandhagen 4. WTD 3/5/64.

TRINIDAD, W.I.—Electrical engineering equipment, tools. Importer, retailer, agent request replies from U.S. manufacturers. Direct purchase and agency. Thomas Peake & Co., Ltd., 76 Henry St., Port of Spain. WTD 10/16/63.

Marine engineering equipment. Importer, retailer, agent requests replies from U.S. manufacturers. Direct purchase and agency. Thomas Peake & Co., Ltd., 76 Henry St., Port of Spain. WTD 10/16/63.

382 Instruments for Measuring, Controlling, Indicating, Physical Characteristics

BRAZIL—Voltmeters, pyrometers, industrial thermometers, hydrometers, densimeters, temperature automatic controls. Direct purchase and agency. Comercial Gonçalves-Eletricidade e Automatização Ltda. (importer, retailer), Ave. Senador Queiroz 305, 1° andar, São Paulo.

Electric measuring instruments; voltmeters, pyrometers, hydrometers, densimeter, taximeters, speedometers, tachometers; counters, relays. Direct purchase and agency. Termo Control Representações Ltda. (retailer, agent), Ave. Senador Queiroz 312, 4° andar, São Paulo.

GERMANY—Industrial control equipment, devices; all kinds, especially optical, electronic, ultrasonic. Classen & Co. (importer), Jungfernstieg 51, Hamburg 36.

● **TAIWAN**—Supply of 650 units of water meters, one lot of spare parts. Tender No. IDA-B-0001-0, bid deadline July 17, Purchasing Dept., Central Trust of China 49, Sec. 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-2939).

383 Optical Instruments, Lenses

SWEDEN—Optical control and testing instruments. Direct purchase and agency. Tekno Maskin Import AB (importer, sales agent), P.O. Box 438, Bandhagen 4. WTD 3/5/64.

384 Surgical, Medical, Dental Instruments

BRAZIL—Surgical, medical, hospital equipment, instruments, including electromedical equipment. Direct purchase and agency. Gutimpex Importadora e Exportadora Ltda. (manufacturer, wholesaler, retailer, agent), Rua Florêncio de Abreu 157-7° andar, Caixa Postal 4938, São Paulo.

Surgical instruments; medical, hospital equipment, appartus. Walter S.A. Equipamento Médico Hospitalar e Dentário (importer, wholesaler, retailer), Caixa Postal 4173, São Paulo.

● **CEYLON**—Supply of anesthetic equipment including but not limited to: continuous flow rotameter systems, oxygen cylinders, nitron oxide cylinders, carbon dioxide cylinders, cyclopropane cylinders, combined cylinder key spanners and valve couplers, temperature compensated halothane vaporizers. Bid deadline August 25. The Chairman, Tender Board, The Ministry of Health & Housing, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

Supply of 36 sterilizers for dressings and for instruments; lower part for boiling instruments, upper part for sterilizing dressings by steam. Bid deadline September 1. Director of Health Services, Dept. of Health, P.O. Box 584, Secretariat, Colombo.★ (Telephone: 202-WO 7-2939).

GERMANY—Safety equipment, devices for plants, workers; all kinds, except helmets, goggles. Classen & Co. (importer), Jungfernstieg 51, Hamburg 36.

VENEZUELA—Dental alloys, amalgam, cabinets, chairs, consumable supplies, gypsum products, hand instruments, lights, metals, office equipment, sterilizers, tool accessories. Direct purchase and agency. Requests replies in Spanish. F. J. Rios Casadevall (distributor, agent), Aptdo. 9292 Candelaria, Caracas, Edificio Tulipan, Office 81, Piso 8, Ave. Fuerzas Armadas, Esquina San Enrique, Caracas. WTD 5/26/64.

386 Photographic Equipment, Supplies

AUSTRALIA—Photographic Equipment, Supplies. Multipurpose projectors, epidiascopes for use in schools. Murray Edmiston, Fraser Edmiston Optometrists Pty. Ltd. (wholesaler, retailer), 233 Adelaide St., Brisbane, Queensland. WTD 6/26/63.

● **VIET-NAM**—Photographic reproduction supplies. Tender No. 1298-04064, bid deadline July 14. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2778).

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Educational toys for young children. Gwynneth J. Lee, Auntie Joy's Toy Box (retailer), Gilgandra St., Indooroopilly, Brisbane, Queensland. WTD 3/2/64.

BAHRAIN—Toys, dolls, all kinds, for children. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

GUINEA—Commercial fishing accessories, all

types. Requests quotations, catalogs; replies in French. El Hadj Alioune Thiam, La Poissonerie Guineenne, c/o Alimag, B.P. 269, Conakry.

NETHERLANDS — Magicians' apparatus, jokes, carnival articles, general line of Magic goods. Requests replies from manufacturers only. Amusa (importer, wholesaler, retailer), 22 Passage, The Hague.

PHILIPPINES—Sporting goods. Direct purchase and agency. Filidian Bazar, Hemandas & Co. (importer, retailer, wholesaler), 135-137 San Pedro St., Davao City. WTD 8/14/63.

SINGAPORE — Plastic, mechanical toys, model plane kits, indoor games; requests replies from manufacturers with price quotations cif Singapore, prices must be competitive. Corona Florist (importer, wholesaler, retailer, indent agent), 10 De Souza St., Singapore 1. WTD 11/21/63.

SWEDEN—Toys, sporting goods, all kinds. Einar Gyllenhammar & Co., AB (importer, exporter, wholesaler, sales agent), Tegnérlunden 14, Stockholm Va. WTD 12/27/63.

396 Costume Jewelry, Novelties, Buttons, Notions

BAHRAIN—Novelties, all kinds, for women. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

SOUTH AFRICA—Cuff links, brooches, tie pins, other novelty items suitable for gifts. Direct purchase and agency. Randles Bro. & Hudson Ltd. (importers, wholesalers), P.O. Box 1046, Durban, Natal. WTD 5/21/64.

399 Manufacturing Industries

ECUADOR—Complete line of beauty, barber shop equipment. Importer requests descriptive literature, replies in Spanish. German R. Proaño, P.O. Box 2224, Quito.

GREECE—Beauty, barber shop equipment: vibratory massagers, electrotherapy equipment, (high frequency, galvanic current), ozonotherapy equipment, spray apparatus, epilation units, steam baths. Direct purchase and agency. Loucas Kokkinos (importer, distributor, sales agent), 31 Stadiou St., Athens 122. WTD 10/25/63.

505 Farm Products, Raw Materials

FRANCE—Feathers: goose, duck, raw, bedding material, for final cleaning, processing by importer. Abel Crabos (Etablissements) (importers, processors, exporters), 26 Rue Lamarque, Saint-Sever, Landes. WTD 6/4/64.

539 General Merchandise

BAHRAIN—Used clothing; textile mill remnants, seconds. Ibrahim Mahmood Behzad & Sons (importer, retailer, wholesaler), 466/1 Al-Fadel Section, Manama, Bahrain.

563 Women's Accessory, Specialty Stores

BAHRAIN—Women's costume accessories. Bastaki Store (importer, retailer, commission agent), P.O. Box 392, Bahrain, Arabian Gulf. WTD 5/10/64.

570 Furniture, Home Furnishing, Equipment

SWITZERLAND—Home, hotel furniture; curtain fabrics, carpet, lighting fixtures, decorating material, articles. Gebrüred Kaeser Moebel AG (distributor, retailer), Weier im Emmental, Canton Bern. WTD 4/7/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Commercial Farms

IRELAND—Grass seeds, all types. Irish Agricultural Wholesale Society Ltd. (cooperative, importing distributor), 151-156 Thomas St., Dublin. WTD 3/30/62.

200 Food Products

GREECE—General foodstuffs, frozen or canned; meat meal; fish meal. Requests replies from manufacturers only. Valtazanos Brothers & Co. (sales agent), P.O. Box 647, 28 Nikis St., Athens 118. WTD 6/3/64.

203 Canning, Preserving Foods

ENGLAND—Canned fruits, all kinds. Hendry Brothers (London) Ltd. (exporters, importers, sales agents, retailers), 501 Salisbury House, London Wall, London, E.C.2.

Canned, preserved specialty foods, all kinds. Ingram and Royle Ltd. (importers, wholesalers), 89 Worship St., London, E.C.2. WTD 4/1/64.

GREECE—Canned squid. Interested in commission agency for northern Greece. Requests replies from shippers with price quotations. Can place orders immediately. Is. S. Hagouel (commission agent), 18 Saint Mina St., Thessaloniki.

ITALY—Various canned food products, particularly meats, beans, tomatoes. Representative, distributor requests descriptive brochure, price lists. Italo Re, Via Leoni 5/B, Como.

204 Grain Mill Products

IRELAND—Animal feeds, all types. Irish Agricultural Wholesale Society, Ltd. (cooperative), 151/156 Thomas St., Dublin. WTD 3/30/62.

220 Textile Mill Products

DENMARK—Textile piece goods, all kinds: cotton, wool, silk, artificial silk, synthetic. Exclusive agency. Svend Mortensen (manufacturing agent), 10 Ostergade, Copenhagen K. WTD 6/1/64.

NEW ZEALAND—Soft furnishings; textile piece goods. A. Bester Ltd. (manufacturers' representative), Box 3129, Auckland.

SOUTH AFRICA—Printed, woven cotton shirting, dress materials; satins, crepes, rayons; taffetas; foambacks suitable for coats, arnel dress materials. H. Brink & Partners (Pty.) Ltd. (agency), P.O. Box 8149, Johannesburg. WTD 5/20/64.

225 Knitting Mills, Products

GREECE—Elastic stockings; requests replies from manufacturers only. Philip Tsichlis (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

228 Yarn, Thread Mills, Products

AUSTRIA—Worsted yarn for weaving, knitting mills; special types which are competitive. Dr. Hans Eichinger (sales agent), Erdbergstrasse 65/21, Vienna III. WTD 5/12/64.

234 Women's, Misses', Children's, Infants' Under Garments

GREECE—Women's elastic girdles, including circular knit type; requests replies from manufacturers only. Philip Tsichlis (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

263 Paperboard Mills, Products

GERMANY—Raw cardboard for production of tabulating key punch cards. Friedrich H. Bressmer (sales agent), Chilehaus C, Hamburg 1.

265 Paperboard Containers, Boxes

FRANCE—Packing, wrapping materials, specialties. Societe des Papeteries de la Madeleine —SOPAMA (wholesaler, agent), 24 Rue Chauchat, Paris 9e. WTD 5/30/64.

281 Industrial Chemicals

CHILE—Complete line of industrial chemicals not competitive with lines presently handled; exclusive agency. Agencias Graham S.A.C. (importer, wholesaler, manufacturer), Agustinas 1451, Casilla 88-D, Santiago. WTD 5/15/64.

283 Drugs

SOUTH AFRICA—Pharmaceuticals, all types. Crowden Products (Pty.) Ltd. (agency), P.O. Box 4043, Johannesburg. WTD 4/20/64.

Patent medicines, druggists' sundries of all descriptions. E. G. Black (manufacturer's agent), P.O. Box 1648, Durban, Natal. WTD 6/5/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

SOUTH AFRICA—Toiletries; cosmetics; perfumes. Crowden Products (Pty) Ltd. (agency), P.O. Box 4043, Johannesburg. WTD 4/20/64.

Cosmetics, toilet preparations, all types. E. G. Black (manufacturer's agent), P.O. Box 1648, Durban, Natal. WTD 6/5/64.

287 Agricultural Chemicals

CHILE—Complete line of agricultural chemicals not competitive with lines presently handled; exclusive agency. Agencias Graham S.A.C. (importer, wholesaler, manufacturer), Agustinas 1451, Casilla 88-D, Santiago. WTD 5/15/64.

IRELAND—Weedkillers, pesticides, insecticides; fertilizers, all kinds. Irish Agricultural Wholesale Society, Ltd. (cooperative), 151-156 Thomas St., Dublin. WTD 3/30/62.

289 Chemical Products

SOUTH AFRICA—General adhesives. E. G. Black (manufacturer's agent), P.O. Box 1648, Durban, Natal. WTD 6/5/64.

301 Tires, Tubes

CONGO—Tires, tubes primarily for automobiles of European make, specifically sizes for Volkswagen, Simca. Mr. Panis, Difco (importer, distributor), B. P. 2498, Leopoldville.

306 Fabricated Rubber Products

GREECE—Rubber thread, bare, covered; rubber bathing caps, shoes; requests replies from manufacturers only. Philip Tsichlis (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

322 Glass, Glassware

GERMANY—Glassware for household, scientific purposes. Fritz Matthews (sales agent), Am Taubenfelde 7, Hanover.

VENEZUELA—Laboratory glassware. Requests replies in Spanish. Midway, C.A. (distributors, representatives), Aptdo. 5348 Este, 3a Transversal Los Ruices, Edificio Canada, Entrada Este, 4 Piso, Caracas. WTD 4/1/64.

326 Pottery

GERMANY—Chinaware for household, scientific purposes. Fritz Matthews (sales agent), Am Taubenfelde 7, Hanover.

331 Steel Mill Products

NEW ZEALAND—Stainless steel in sheets, coils, strips; copper coated steel wire, min. of 5-ton orders; steels, alloys for cutlery stamping; builders', plumbers' supplies generally. A. A. Martin, Managing Director, Arthur Martin Ltd. (importer, agent), P.O. Box 2748, Auckland. WTD 10/1/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GREECE—Aluminum foil; requests replies from manufacturers only. Philip Tsichlis (sales agent), 73-a Eolou St., Athens 111. WTD 7/26/63.

346 Metal Stampings

JAPAN—Kitchen utensils, all types, latest kinds. Requests literature, prices. Houkoku Co., Ltd. (trading company), Houkoku Bldg., 9, 1-chome, Takaoka-cho, Higashi-ku, Nagoya.

349 Fabricated Metal Products

LEBANON—Embossing or stamping gold, silver foil. Exclusive agency for Lebanon, Arab countries. Requests replies from manfacturers only. Yeramian Bros. & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

352 Farm Machinery

GREECE—Small type farm machinery: cotton pickers sprayers, tractors; requests replies for manufacturers only. Andreas Apostolopoulos (importer, commission agent, manufacturer), 10 Sophocleous St., Athens 121. WTD 11/13/63.

LIBYA—Agricultural tractors, small, medium, large; sprayers for agricultural purposes; artificial rain equipment; weeding machines; cultivators, rotary, other; fertilizer distributors; dairy machines; milking machines. Exclusive or commission agency. Arab Trading & Contracting Co. (general trader, contracting commission agent, importer, exporter), 96 Sharia 24 December, P.O. Box 336, Tripoli. WTD 5/26/64.

353 Construction Machinery

FRANCE—Cranes, hoists, lifts, conveyors, trucks, rollers, tote boxes, other categories of material-handling equipment, maintenance equipment including storage racks, brackets, platforms, shelving units, for use in industrial plants, large warehousing establishments in France. Agency. Requests replies from manufacturers only, in French. Jean Andrès (S.E.R.I.) (dealer), 39 Rue Neuve d'Argenson, Bergerac, Dordogne. WTD 5/26/64.

ITALY—Cranes, belt, mechanical conveyors, elevators, hoisting equipment, construction machinery, equipment. Organizzazione Eurotec (agent), 24 Via Colli, Turin.

LIBYA—Medium and high capacity mobile cranes, floating cranes; winches, weigh-bridge scales; roll compressors for raods; asphalting machines, excavators. Exclusive or commission agency. Arab Trading & Contracting Co. (general trader, contracting commission agent, importer, exporter), 96 Sharia 24 December, P.O. Box 336, Tripoli. WTD 5/26/64.

SOUTHERN RHODESIA—Broad range of mining machinery. Bell's Asbestos & Engineering (Rhodesia) Ltd. (importers, wholesalers, agents), P.O. Box 2877, Salisbury. WTD 6/14/63.

354 Metalworking Machinery

CHILE—Complete line of automotive maintenance equipment, machinery, tools for use in automobile repair shops, service stations. Sociedad Comercial y Tecnica Cosmos Ltda. (importer, wholesaler), Alameda B.O'Higgins 2360, Casilla 1876, Santiago. WTD 5/22/64.

ITALY—Automotive maintenance equipment for car service stations. Organizzazione Eurotec (agent), 24 Via Colli, Turin.

358 Service Industry Machines

ITALY—Humidifiers, industrial cleaners, smoke cleaners, air conditioners. Organizzazione Eurotec (agent), 24 Via Colli, Turin.

359 Machinery

VENEZUELA—Automotive carburetors. Distributor, agent requests replies in Spanish. Manuel C. Perez, Hijo, Aptdo. 567, Caracas, Arismendi a Ribas No. 108, San Agustin del Norte, Caracas. WTD 4/20/64.

361 Electrical Transmission, Distribution Equipment

ITALY—Electrical measuring, control instruments; electrical material, apparatus for high, low voltage industrial electrical installations; electrical apparatus for machine tools, electronic test; measuring, monitoring instruments, equipment. M.E.I.C. di Rasetti Angelo (agent), 86 Via Massena, Turin.

LIBYA—Distribution transformers. Exclusive or commission agency. Arab Trading & Contracting Co. (general trader, contracting commission agent, importer, exporter), 96 Sharia 24 December, P.O. Box 336, Tripoli. WTD 5/26/64.

362 Electrical Industrial Apparatus

LIBYA—Electric generators. Exclusive or commission agency. Arab Trading & Contracting Co. (general trader, contracting commission agent, importer, exporter), 96 Sharia 24 December, P.O. Box 336, Tripoli. WTD 5/26/64.

363 Household Appliances

SOUTH AFRICA—Electric domestic appliances, all types. E.G. Black (manufacturer's agent), P.O. Box 1648, Durban, Natal. WTD 6/5/64.

366 Communication Equipment

BRAZIL—Microwave equipment for transmission, reception. Requests replies from manufacturers not yet represented in Brazil. SNE S.A. Nacional de Eletrônica e Comunicações (manufacturer, agent), Rua Bom Pastor 289, São Paulo. WTD 4/8/64.

ITALY—Industrial Fire detecting, alarm apparatus. Organizzazione Eurotec (agent), 24 Via Colli, Turin.

367 Electronic Components, Accessories

BRAZIL—Electrical, electronic components for radio, television sets; electrical, electronic components, accessories for radio, television stations, electronics in general. Anton Hueller (agent), Caixa Postal 1624, São Paulo.

ITALY—Laser, maser. Ing. Giulio Garrone (manufacturer, agent), Corso Raffaello 18, Turin.

369 Electrical Machinery, Equipment, Supplies

BRAZIL—Electromedical treatment apparatus. Anton Hueller (agent), Caixa Postal 1624, São Paulo.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Repair, replacement parts for motor vehicles; exclusive agency. Baesler & Gutierrez Ltda. (importer, wholesaler), Rodriguez 538, Casilla 596, Valparaiso. WTD 5/15/64.

VENEZUELA—Automotive replacement parts. Distributor, agent requests replies in Spanish. Manuel C. Perez, Hijo, Aptdo 567, Caracas, Arismendi a Ribas 108, San Agustin del Norte, Caracas. WTD 4/20/64.

381 Engineering, Laboratory, Scientific, Research Instruments

BRAZIL—Instruments for thermal regulating; automation instruments, all kind; high precision electrical measuring instruments for industries, laboratories. Anton Hueller (agent), Caixa Postal 1624, São Paulo.

VENEZUELA—Laboratory balances, cabinets, tables, instruments, sinks. Distributors representative requests replies in Spanish. Midway, C.A., Aptdo 5348, Este, 3a Transversal Los Ruices, Edificio Canada, Entrada Este, 4 Piso, Caracas. WTD 4/1/64.

384 Surgical, Medical, Dental Instruments

GERMANY—Surgical, medical instruments. Interested in agency for Germany. Wilhelm Vogel, Krankenhausbedarf (manufacturer distributor), 81 Marburger Strasse, Giessen. WTD 5/3/61.

386 Photographic Equipment

GERMANY—Photographic laboratory equipment. Werner Wenzel (manufacturer, retailer), 4 Stettinerstrasse, 62 Wiesbaden-Bieberich. WTD 8/13/62.

Blue printing machines; color copying machines. M. Filzen (wholesaler, retailer), Büro- und Betriebsorganisation, 2 Nassauerstrasse, 65 Saarbrücken 3.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—Baby toys, novelties, dishes, eating utensils. E.G. Black (manufacturers agent), P.O. Box 1648, Durban, Natal. WTD 6/5/64.

SOUTHERN RHODESIA—Toys, all kinds. United Artists (Pvt.) Ltd. (wholesalers, importers), 112 Fife St., Bulawayo. WTD 6/3/64.

399 Manufacturing Industries

ITALY—Industrial fire extinguishers, fire extinguishing equipment, parts, attachments. Organizzazione Eurotec (agent), 24 Via Colli, Turin.

Window display goods; interior decorating items; Christmas decorations. United Artists (Pvt.) Ltd. (wholesalers, importers), 112 Fife St., Bulawayo. WTD 6/3/64.

Australia amends tender

The Electricity Commission of New South Wales' specification Tender No. 1414, Vales Point, Sydney West, 330 Kv Steel Tower Transmission Line is amended due to typographical errors, the deletion of various pages and the addition of 2 copies of Drawing No. D58557A, also an amendment to sheet 2 of Drawing No. P54531A. (See INTERNATIONAL COMMERCE, 6/8, p. 39.)

A copy of the amendments is available from the Power & Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4242.

Construction Projects

GREAT BRITAIN—British and French Government representatives have agreed on draft contract for geological survey of the English Channel bed. The survey is designed to study geological factors affecting boring of the Channel Tunnel.

The Channel Tunnel Study Group will receive the draft contract for approval. The Study Group, a private organization composed of French, American and British interests, including the International Road Federation has volunteered to undertake and finance the survey.

Cost is estimated at $2.8 million. The Study Group proposes to treat that outlay as a loan to the French and British Governments. Contact: The Channel Tunnel Study Group, London.

GREECE—(100 drachmas = US$3.35). The Greek Government is studying 2 proposals to relieve congestion at Port of Piraeus. One proposal calls for use of Plaleron Bay, and the other calls for development of Port of Katakolon in southwest Peloponnesus. Contact: Ministry of Co-ordination, Athens.

Public Power Corp. has awarded the contract for manufacturing, installation and commissioning of a complete steam electric unit, including a 60 kw. turbogenerator set, to International General Electric for a total $3,740,000 including erection costs of $280,000. Purchase of the above equipment will be financed by the First National City Bank of New York.

HONDURAS—(100 lempiras = US$50.00). A priority of projects reportedly has been established by the National Economic Council as part of the National Development Plan for 1965-1970. Two projects which may be of interest to U.S. engineers and contractors are the Puerto Cortes port rehabilitation and expansion, and the rerouting of the Northern Highway.

The port project, estimated to cost $6 million, would take about 2 years to complete.

The Northern Highway project envisages construction of a road between Zambrano and Potreillos; the Tegucigalpa—Zambrano portion will be rerouted at a future date. Timetable for the project is 4 years; total cost is estimated at $20 million. Contact: U.S. Embassy, Avenida La Paz, Tegucigalpa.

LIBERIA—($1 = US$1). Construction companies have been invited to qualify to bid on 2 projects that together will comprise 75 miles (121 km.) of Highway Liberia.

According to the Department of Public Works and Utilities, the work is being financed under Loan agreement 368LBR with the World Bank.

The projects include a 27-mile stretch from Monrovia to Roberts Field, and 48 miles of laterite-surfaced road between Kle and Pujehon. The former section will be macadam paved on a laterite base. Contact: Department of Public Works and Utilities, Liberia.

MOZAMBIQUE—An agreement has been signed by Governments of United Kingdom and Portugal for construction of a railway to link Swaziland with Mozambique.

NIGERIA—(£1 = US$2.80). Two steel mills reportedly will be established at Idah and Onitsha. A 3rd mill is under consideration near Ikare, north of Owo, site of large iron ore deposits. Contact: U.S. Embassy, 1 King's College Rd., Lagos, Nigeria.

PAKISTAN—(100 Rupee = US$21.00). Chairman of Pakistan National Oils, Ltd., announced that Progetti, subsidiary of the Italian state-owned petroleum monopoly ENI, has been awarded the contract for construction of Karachi's second oil refinery. The plant, financed by a $10 million Bank of America loan, will have a daily capacity of 12,000 barrels.

SOUTH AFRICA—(1 Rand = US$1.40). A 22-story hotel is to be constructed in Johannesburg. It will be one of the city's tallest buildings. Most of the capital for the project is to come from South African financial sources.

Completion is expected within 2 years. It will have accommodations for 450 guests. A swimming pool is to be located on the 3rd floor roof, below a 19-story tower.

The construction firm awarded the contract indicated interest in associating with a U.S. construction firm with experience in multistory reinforced concrete construction work. U.S. firms are invited to participate in this project.

Construction on the hotel project tentatively is scheduled for November. U.S. firms are advised to contact Miedownik & Co., (Pty.), Ltd., P.O. box 3359, Johannesburg.

In conjunction with the hotel project, Mr. R. Vorster, an architect interested in contacting consulting architects, air conditioning and kitchen equipment consultants, hotel interior decorators and hotel construction companies, is visiting the U.S. between June 28 and July 7 and can be reached at the New York Hilton Hotel. Mr. D. Tommasini and Mr. M. Davis also are in New York at the same time, and are interested in seeing hotel management consultants and suppliers of hotel equipment, including accounting machines.

SYRIA—(1£ = US$0.26). The recently published Syrian National Development Budget, amounting to £S561.8 million, allocates funds for specific projects this year in northern Syria. Some of the projects to be funded include oil pipelines (£S5.6 million); oil storage tanks (£S6.5 million); electric power development (£S3.4 million); road development (with AID assistance—£S10 million); Aleppo-Latakia railway (£S50.3 million); TV transmitters and stations (£S2.2 million); Tartous Port development, including drydock (£S14.2 million); Aleppo University—buildings & equipment (£S6.3 million); hospitals construction (£S4.6 million); silos (£S12.4 million).

Other projects for which funds were allocated are the Euphrates project (£S40.6 million), and the Ghab, Asharneh and Sinn River projects (£S48.2 million). Contact: U.S. Embassy, Chare (Ave.) Al-Mansour, Abu Rummanih, Damascus.

THAILAND—(100 baht = US$4.80). The Director-General of Bangkok's Public Works Department announced that decision has been reached to undertake installation of an adequate, modern drainage system in Bangkok at possible cost of 1,000,000,000 baht over 6-year period. No details are known about timing or financing. Contact: Public Works Department, Bangkok, Thailand.

TUNISIA—Government is undertaking creation of a modern port for Tunis to relieve serious congestion and provide additional capacity. A new $7 million loan made by the International Bank For Reconstruction and Development will assist the government construct 2 new, fully equipped berths at La Goulette Harbor and the equipping of 5 existing berths with transit sheds, warehouses, passenger terminal and office buildings. Relocation of the access road to the port and the breakwater at the harbor entrance, and extension of the road and rail network within the port area also are included. Cost of the project is estimated at the equivalent of $11.4 million. World Bank loan of $7 million will cover the foreign exchange requirements. Contact: Office des Ports Nationaux Tunisiens, Tunis.

Greece invites bids on HF communication needs

The Hellenic Telecommunications Organization Ltd. (OTE), Supply Dept., has issued Invitation to Bid No. 6303, calling for HF (4-26 mc) radio transmitters and receivers, antenna, CODAN units, and matching transformers for coastal communications using A1, A2, and A3 emission.

Bid deadline is July 30.

Copies of the bid documents are available to firms located in the U.S. on a short loan basis from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone 202-967-4036.

Turkey extends bid deadline

The Chief of the Planning Division of the Istanbul Municipality, Istanbul, again invites U.S. bids on 5 construction projects. The bid deadline has been extended indefinitely from June 1 (INTERNATIONAL COMMERCE, 4/6, p. 19).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Ingeniero Armando Grandi, President, and Enrique R. Martinez Porto, Osvaldo Rigamonti, S.A.I.C., Entre Rios 2152, Buenos Aires, interested in studying the possibility of **establishing plant in U.S. for manufacturing mosquito repellents.** Here for one week. c/o Argentine Consulate General, 12 W. 56th St., New York, N.Y. Itinerary: New York, Washington, Miami.

AUSTRALIA—S. Jamieson, representing Ray White Pty. Ltd., 289 Queen St., Brisbane, Queensland, interested in **real estate, shopping developments,** trends in downtown commercial buildings and requesting technical information for same. July 8 via Honolulu for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: Los Angeles, New York, Washington.

AUSTRIA—Rudolf Kammel, President, Austrian Motion Picture Association, Strobelgasse 2, Vienna I., interested in: **production of motion pictures** and **TV films;** contacting producers, distributors of motion pictures, TV films (full length features, documentaries, commercials); exchanging technical know-how, marketing procedures with producers and officials of U.S. motion picture industry, TV networks, trade associations. July 6 via New York for one week. c/o The Austrian Trade Delegate, 31 East 69th St., New York, N.Y. Itinerary: New York.

BELGIUM—Eugene Bruystens, representing Comptoir Elbe, 37 Rotterdamstraat, Antwerp, interested in importing **hairdressers' supplies, barbershop equipment, beautician supplies, cosmetics, toilet goods.** July 12 via New York for 6 weeks. c/o Belmont Plaza Hotel, 49th St. & Lexington Ave., New York, N.Y. Itinerary: New York (one week), Boston, Detroit, Chicago, Denver, San Francisco, Los Angeles, Santa Fe, New Orleans, Miami, Washington, Philadelphia.

COSTA RICA—Meliton Simon, representing Mosa Ltda., Aptdo. 256, Cartago, interested in **metalworking machinery, equipment** for manufacturing, **coffee processing, drying machinery; woodworking machinery, equipment** for manufacturing clothespins and hardwood handles for hand tools. Also requesting technical information on manufacturing: processing (drying) equipment; wooden handles for hand tools. Here to July 12. c/o Consulate General of Costa Rica, 420 Lexington Ave., New York, N.Y. Itinerary: New York, Boston, Philadelphia.

FRANCE—M. Sindzingre, representing Ecole des Mines de Paris, 60, Bld. Saint-Michel, Paris, 6eme., interested in **contacting steel research institutes** and firms concerned with new rolling techniques, blast furnace automation, LD-Kaldo process, pressure casting. July 4 via New York for 2 months. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Pittsburgh, Chicago.

Andre Georges, Henri Grandjean, representing S.A. des Jouets Dany, 110 rue Vieille du Temple, Paris 3, interested in **manufacturing under license plush toys** such as teddy bears, poodles or importing same. July 8 via New York for 3 weeks. c/o New Yorker Hotel, 34th St. & Eighth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Charleston, Miami.

GERMANY—Heinrich Ritter, representing Ritter Aluminium G.m.b.H., 32 Ulmerstrasse, Esslingen a. Neckar, interested in concluding **licensing agreement** with U.S. manufacturer for producing firm's fully automatic **cooking utensils** in U.S.; possibly selling patent for this product. July 8 via New York for one month. c/o Commodore Hotel, 42nd St. & Lexington Ave., New York, N.Y.; c/o Mrs. Lydia Marion, 274 E. Baird Ave., Barberton, Ohio. Itinerary: New York, Cleveland, Washington.

GREECE—Ioannis C. Athanasiadis, representing self, c/o Alex Peftoulidis, 7 Iatrou Hadjicosta St., Thessaloniki, interested in **buying woodcarving machines;** acting as Greek **agent for** manufacturers of **accounting machines.** End June or early July via New York for one month. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

Ioannis M. Ioannides, representing Ioannis M. Koannides & Son, 13 Syngrou St., Thessaloniki, interested in importing **textiles, suiting fabrics, yarn,** other materials for textile industry. July 1 via New York for one month. c/o Mr. Vlassis Valassis, 3636 Everett St., NW., Washington, D.C. 20008. Itinerary: New York, Chicago, Washington.

Nicholas B. Rethymnis, part-owner, Neorion Shipbuilding & Repair Yard of Syros Co., 1 Neorion St., Syros Island, interested in contacting U.S. firms for cooperation in **expanding activities of company's repair yard.** End June via New York indefinitely. c/o Nicholas Rethymnis, Rethymnis Shipping Agency, 80 Broad St., New York, N.Y.

Stylianos Voyadjis, representing Roula Voyadji, 26-28 Hephaistou St., Athens, interested in importing from U.S. manufacturers, **patent leather, artificial plastic leather,** particularly **remnants.** July 3 via New York for 2 months. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Boston, Philadelphia, Baltimore, Chicago.

INDIA—Sitaram Soma Dhanu, representing Danda Fisheries, 19, Mohatta Market, Palton Rd., Bombay 1; Hindusthan Feed Products, Mohatta Market, Palton Rd., Bombay 1, interested in: **exporting frozen fish, frog legs, shrimp, other marine products; importing machinery for fish freezing, processing plant;** obtaining **information on** latest developments regarding **poultry feed; technical information** on **processing, packaging, marketing fish.** First week in July via New York for 6 weeks. c/o Booth Fisheries International, 159 East Main St., Gloucester, Mass. Itinerary: Boston, Gloucester, New York, Chicago, Brownsville, Seattle.

IRAQ—Edmond A. Samhiry, representing Samhiry Bros. Co., W. L. L., Sa'doun St., Baghdad, interested in **representing U.S. manufacturers of industrial, domestic air-conditioning units; collaborating** with U.S. firms **in civil engineering, industrial projects;** contacting manufacturers for information, **machinery for thatchboard factory.** Also requesting technical information on new production methods and uses for thatchboard, such as insulating material, matting. July 9 via New York for 6 days. c/o The Plaza, Fifth Ave. & 59th St., New York, N.Y. Itinerary: New York.

Hassan Ali al-Baya'a, Managing Director, Baya'a General Commercial Co., W. L. L., National Insurance Co., Bldg., Jumhuriya St., Baghdad, interested in **obtaining agencies for radio and TV sets, gas ranges, air coolers,** other **electrical household appliances;** also obtaining **information regarding cosmetic, costume jewelry manufacturers, fabric mills.** Here to July 20. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Philadelphia, Syracuse, Rochester, Buffalo, Erie, Cleveland, Toledo, Detroit, Chicago, Des Moines, Omaha, Cheyenne, Salt Lake City, San Francisco, Los Angeles.

NEW ZEALAND—Representative of Alliance Textiles (New Zealand) Ltd., P.O. Box 2500, Auckland, announced in INTERNATIONAL COMMERCE, 6/22, p. 26, has postponed visit until August 6. Itinerary: New York (Aug. 6-13), Philadelphia (Aug. 13-15), Chicago (Aug. 15-18), San Francisco (Aug. 19-26), Los Angeles (Aug. 26-Sept. 3).

PAKISTAN—Mehmood Kazi, Technical Director, Engineering Equipment Ltd., Karachi Chambers, McLeod Rd., Karachi 2, interested in **contacting manufacturers of construction, excavating, drilling, fire fighting, pumping, road building** and **repair, garage** and **workshop equipment** who may be **interested in Pakistan market.** Here indefinitely. c/o Commodore Hotel, 42nd St., & Lexington Ave., New York, N.Y. to July 6, thereafter, Department of Commerce Field Offices in itinerary. Itinerary: New York (to July 6), Pittsburgh, Cleveland, Detroit Milwaukee, Chicago, Dallas, Denver, Los Angeles, San Francisco, Seattle.

Ghulamali K. Panjwani, representing Orient Trading (Pak) Corp., USA Laboratories Ltd., Hemani Mansion, Bunder Rd., Karachi, interested in **licensing arrangement and/or joint venture for manufacturing pharmaceutical specialties** and requesting technical information on above. Here to July 13. c/o A. L. Burbank & Co., 120 Wall St., New York, N.Y., Att.: Mr. Link. Itinerary: New York, Chicago.

Rashid Akhtar, Managing Director, Green & White Enterprises Ltd., 37/2 McLeod Rd., Lahore, interested in **purchasing machinery to manufacture forged hand tools;** requesting technical information for same. First week July via New York for 10 days. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. Itinerary: New York, Washington, Detroit, San Francisco, Chicago.

Mohammad Nazir, owner, Nazir Trading Corp., 90 Railway Rd., Lahore, interested in: **importing iron and steel mill products, auto parts, agricultural equipment; exporting souvenirs.** Also requesting technical information on above. Here for 4 weeks. c/o Eastern Atlantic Co., Inc., 217 Broadway, New York, N.Y. Itinerary: Detroit, Washington, Chicago, New York, Colorado.

Mumtaz Ahmad Sheikh and Kabir Ahmad Sheikh, representing Fazal Din & Sons, 53 The Mall, Lahore, interested in **joint venture** with technical know-how and machinery **for manufacturing pharmaceuticals; importing pharmaceuticals, cosmetics, toiletries, perfumes, smoker's requisites.** Second week July via New York for 2 weeks. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. Itinerary: New York, Boston, Chicago, Philadelphia, Wilmington, Baltimore, St. Louis.

SOUTH AFRICA—M. Davis and D. Tommasini, representing African City Property Investments Ltd., 30 Annan House, 86 Commissioner St., Johannesburg, interested in **contacting hotel management consultants, suppliers of hotel equipment** including **accounting machines.** June 28-July 7 via New York for 2 weeks. c/o New York Hilton at Rockefeller Center, 1335 Avenue of Americas, New York, N.Y. Itinerary: New York, Washington, Miami, Chicago.

D. Maister, representing Maister Publicity (Tvl.) (Pty.) Ltd., P.O. Box 10474, Johannesburg, sole publisher of telephone directories in South Africa, interested in **publication** of **classified telephone directories, automation equipment for compiling, publishing classified telephone directories;** requesting technical information on above. July 6 via New York for 4 weeks. c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

R. Vorster, representing H.W.E. Stauch, Vorster & Partners, 101 Netherlands Bank Bldg., 81 Main St., Johannesburg, interested in **contacting consulting architects, air-conditioning, kitchen equipment consultants, hotel construction companies, hotel interior decorators.** June 28-July 7 via New York for 2 weeks. c/o New York Hilton at Rockefeller Center, 1335 Avenue of Americas, New York, N.Y. Itinerary: New York, Washington, Miami, Chicago.

SYRIA—Abdul Razzaq Malhis, Mechanical Engineering Division, and Mrs. Malhis, Roads, Streets & Buildings Dept., Syndicate of Engineering, Municipality of Aleppo, Abbara St., Aleppo, interested in **street, road construction machinery; drilling, earth, rock removal machinery;** requesting technical information on above. Mrs. Malhis will also participate as a delegate from the Syndicate of Engineering to the First International Conference of Women Engineers & Scientists, New York, N.Y. Here for one week. c/o First International Conference of Women Engineers & Scientists, United Engineering Center, New York, N.Y. Itinerary: New York.

TRINIDAD—Conrad Richards, representing Elee Agencies, 102 Frederick St., Port of Spain, interested in **food, pulse lines, items for supermarket trade;** also requesting technical information on above items. July 8 via New York for 6 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Seattle (August 5), Portland (August 8), San Francisco (August 11), Houston (August 17), New Orleans (August 22), Miami (August 25).

H. Ramsingh, representing Ramsingh's Hardware, 219 Southern Main Rd., California, interested in: U.S. **machinery for cutting, dressing pitchpine logs; importing undressed logs; contacting exporters of uncut pitchpine logs, Canadian cedar.** July 5 via New York for 14 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

URUGUAY—Cayetano Di Russo, representing Di Russo Hnos., Calle Cerro Largo 1121, Montevideo, interested in **purchasing used and/or rebuilt tractors, irrigation pumps, machinery for manufacturing camelback and reconstructing storage batteries.** July 1 via New York for 20 days. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Chicago, Los Angeles.

Document cost corrected for Paita Port project

Cost of specifications and bid documents on the estimated $3.9 million port facilities improvements at Paita, in northern Peru, published in INTERNATIONAL COMMERCE, 6/8, p. 35, has been corrected to U.S.$186.56 by the Embassy in Lima, Peru.

Bid documents may be obtained from the Direccion de Administracion Portuaria, Ministerio de Hacienda y Comercio, Lima, Peru.

Leads for Importers

208 Beverage Industries

FRANCE—Sparkling (current and classified qualities) and Champagne wines in glass bottles. Wholesale exportation preferably through direct sales to specialized U.S. importers. Compagnie Girondine des Vins Mousseux, 119 Rue Barreyre, Bordeaux, Gironde.

325 Structural Clay Products

JAPAN—Ceramic glazed, unglazed mosaic wall and floor tiles. Marutaka Kenyosha Co., Ltd., 6, 4-chome, Mikasa-cho, Tajimi City, Gifu Perfecture. WTD 4/28/64.

354 Metalworking Machinery

SWEDEN—Wheel nut wrench unit for use in garages and motor repair shops; designed for removal and application of wheel nuts on motor vehicles. A ¾ h.p. 3-phase motor, fitted with reversal switch, constitutes power equipment of unit. Eliasson & Lund, Ovre Husargatan 17, Goteborg SV. WTD 6/9/64.

358 Service Industry Machines

SWEDEN—High quality Scandinavian "Sophia" carpet sweeper; new model and design in modern pastel colors; spare parts available including brushes. AB Filip Linden, Varnamo (manufacturer). For descriptive material write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 8/15/63.

386 Photographic Equipment

JAPAN—Micron photo-sizer, all materials from 0.1 miron to 500 microns; simple equipment, easy to operate. Seiko Trading Co., Ltd., Kotobuki-cho, Shimizu, Shizuoka Prefecture. WTD 2/5/64.

391 Jewelry

SOUTH AFRICA—Semi-precious stones. Mimter-Wyscheik (Pty.) Ltd., P.O. Box 11207, Johannesburg. WTD 2/21/64.

509 Wholesalers

CANADA—Canadian Indian Affairs Branch interested in developing new markets for Indian handicraft including authentic Indian moccasins, gloves, jackets, handbags, beaded necklaces, earrings, bracelets, brooches expertly handcrafted by members of Canadian Stony, Sarcee and Blackfoot tribes located in Alberta. A. J. Karch, Economic Development Officer, Indian Affairs Branch, 401 Customs Bldg., Calgary, Alberta.

'E' awards given to 4 organizations for export efforts

"E-for-Export" awards have been presented to:

A large New York bank, whose officers take every opportunity to press for expansion of U.S. exports.

A New York vending corporation, which sells labor saving coin-operated beverage and dispensing machines, especially in West Germany.

A Washington, D.C., electronic industries association, which has taken a leading role in helping its members export.

A Pittsburgh coal corporation which has been exerting much effort to present the picture of a coal industry able to enter into long-term contracts for steam and metallurgical coals.

June 16

At a ceremony June 16 in New York, awards went to the Chemical Bank New York Trust Co. and the Dynamic Vending Corp.

The bank's officers spend more than a third of their time traveling outside the United States to visit correspondent banks and friends engaged in foreign trade.

The vending firm conducted an extensive market survey in 1959 and found that West Germany offered the most promising market for the coin-operated devices.

Arthur C. Rutzen, director of the New York Field Office, presented the awards to Donald E. Coyle, senior vice president of the bank, and to Ernst D. Bechhofer, vice president and treasurer of the vending firm.

In Chicago the following day, the Electronic Industries Association of Washington, D.C., whose exports are 85% of the total sales, received the citation for its export expansion efforts and close cooperation with U.S. Government agencies.

Thomas G. Wyman, deputy assistant secretary for domestic and international business, presented the award to C. F. Horne, president.

In Pittsburgh the same day, the Eastern Associated Coal Corp. was honored for its work in attempting to change the impression abroad of the American coal industry as an exploiter of good markets.

John F. O'Leary, deputy assistant secretary, mineral resources, Department of Interior, presented the award to W. B. Ross, president.

New Books and Reports

Economic Planning: The French Experience. **Pierre Bauchet. Published by Frederick A. Praeger. New York, June 1964. 299pp. $8.75.**

An introduction by Sir Robert Hall is followed by a discussion of the French Government's various Economic and Social Development Plans. After outlining the reasons for organized economic planning in France and a comparison of the features of the various plans, emphasis is placed on the current (1962-65) Plan.

The structure of the Government agency administering the Plan is summarized, as well as its position vis-a-vis other agencies, and its enforcement powers. The substance of the Plan and the approach toward achieving its goals are outlined, the efficiency of its administration is examined, and a forecast is made of its chances for success.

The impact of the Plan on management decisions and the position of labor is described, and institutional, political, and ideological changes indicated for future Plans are pointed out.

The Development of African Private Enterprise. **Theodore Geiger, et al. (Planning Pamphlet No. 120.) 1964. Natl. Planning Assn., 1606 New Hampshire Ave., N.W., Washington, D.C. 20009. 158 pp. $2.50.**

Suggested program to provide best future climate in 37 tropical African countries for development of private enterprise. Stresses need for more attention to non-governmental sectors of African economy. Describes ways that foreign films can help in nurturing African business expansion; also explains what African governments and entrepreneurs can do for themselves such as building commercial organizations, cooperative groups, and active trade associations.

Yearbook of the United Nations, 1962. **(16th Ed.) 1964. Columbia U. Press, 2960 Broadway, New York, N.Y. 10027. 783 pp. $16.50.**

Comprehenhive account of activities of United Nations and related agencies. Organized by sections dealing with: political and security questions, economic and social questions, questions concerning non-self-governing territories and international trustee system, legal questions, administrative and budgetary questions. Also reviews work of 15 intergovernment organizations. Diagrams, charts, world map. Indexes.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Overseas Business Reports. **U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Foreign Trade Regulations of Indonesia. OBR 64-39. 10 pp. Describes the Indonesian trade and foreign exchange policy; import tariff system; sales and other internal taxes; documentation and fees; labeling, marking, and packing requirements; special customs provisions; nontariff import trade controls; export controls; and U.S. controls affecting trade with Indonesia.

Establishing a Business in the United Kingdom. OBR 64-46. 7pp. Summarizes U.K. policy on foreign investment; the location and building of factories; business organization; employment laws and regulations; and the various taxes to which businesses are likely to become subject.

Foreign Trade Regulations of Viet-Nam. OBR 64-49. 8pp. Contains the same type of information as OBR 64-39, above.

Trends in India's Agricultural Trade. **Stanley I. Richards. (Foreign Agr. Econ. Report No. 15.) 1964 Economic Research Service, U.S. Dept. of Agriculture, Washington, D.C. 20250. 40 pp. Free.**

Examination of status at midpoint of Third 5-Year Plan, using data for 11-year period, 1951-1961. Detail on exports and imports shows importance of U.S. trade in India's economy.

Managing Foreign-Base Corporations. **Enid Baird Lovell. (Business Policy Study No. 110.) 1963. Natl. Industrial Conference Bd., Inc., 845 Third Ave., New York, N.Y. 10022. 144 pp. $17.50.**

Report concerned with operating and management problems encountered when a U.S. parent company uses a foreign-base subsidiary to carry on part or all of its export, foreign licensing, or overseas investment functions. Covers such topics as management assignment, parent and base company relationships, transfer of assets and personnel, intercompany pricing and service charges, dividend and tax planning policies, and export trading and licensing arrangements.

New Business Opportunities in Spain. **(Mgt. Bull. 38.) 1964. American Management Assn., Inc., 135 W. 50th St., New York, N.Y. 10020. 32 pp. $1.50 to members; $2.25 to non-members.**

Seven papers briefly analyzing Spain and its economy, with emphasis on its regulations affecting foreign investments, its banking and financial system, industrial site considerations, resources to aid new industry, and an appraisal of Spain as a potential market and as a base to serve other world markets.

The European Markets: A Guide for American Businessmen. **1964. The Chase Manhattan Bank, Chase Manhattan Plaza, New York, N.Y. 10015. 72 pp. Free.**

Presents 8 chapters and 7 appendixes dealing with economic profiles of new European markets. Explains opportunities of doing business in Europe, indicated by increase in exports and investments. Detail on such items as taxes, tariff and exchange rates. Includes tables and charts and 4 maps.

General Agreement on Tariffs and Trade. **Staff Report of the U.S. Council of the International Chamber of Commerce. New York, May 1964. 12 pp.**

This report is a presentation and analysis of certain important provisions of GATT, and an attempt to clarify some of the issues now in the public eye. Write to the United States Council of the International Chamber of Commerce, 103 Park Avenue, New York, N.Y. 10017.

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Calendar

June

30—Export Expansion luncheon, workshop, **New Kensington, Pa.** Sponsors: Chamber of Commerce, REEC, Pittsburgh Field Office.

July

6—Export Expansion Workshop, Chamber of Commerce Board Room, **St. Joseph, Mo.** Sponsors: Kansas City Field Office, REEC, St. Joseph Chamber of Commerce.

7—Export Expansion Workshop, Chamber of Commerce Board Room, **Omaha, Neb.** Sponsors: Kansas City Field Office, REEC, Omaha Chamber of Commerce.

8—Export Expansion Workshop, Chamber of Commerce Board Room, **Grand Island, Neb.** Sponsors: Kansas City Field Office, REEC, Grand Island Chamber of Commerce.

13-31—Economic Education Workshop, University of Arkansas Medical Center, **Little Rock, Ark.** Sponsor: University of Arkansas, State of Arkansas Department of Education. Theme: Meeting the Challenges of Trade and Aid. Speaker (July 29) Eugene M. Braderman, Director, Bureau of International Commerce.

14—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Open forum session under the direction of Mr. Stefan Rundt of S. J. Rundt & Associates.

15—American Management Inc., LaSalle Hotel, **Chicago, Ill.**

27—Available for discussions with businessmen, J.A. Van Swearingen, Commercial Attache, Djakarta, Indonesia, Chicago Field Office, **Chicago, Ill.**

30—In-office Export Expansion Meeting, Chicago Field Office, **Chicago, Ill.** Sponsors: Department of Commerce, REEC.

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